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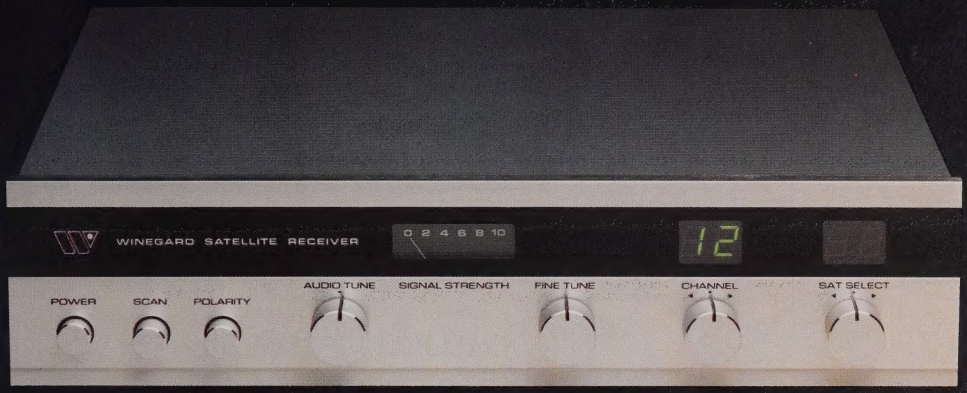

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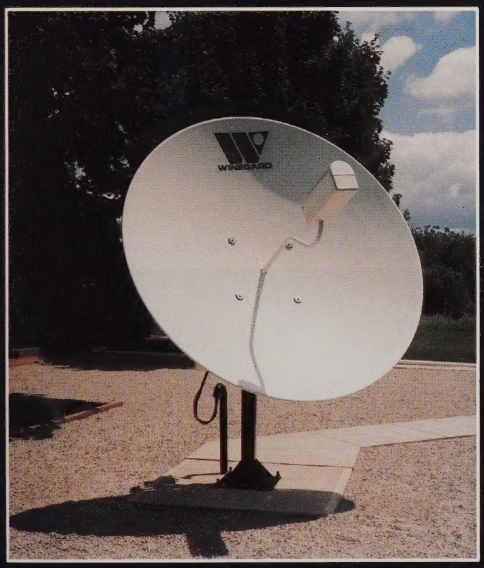

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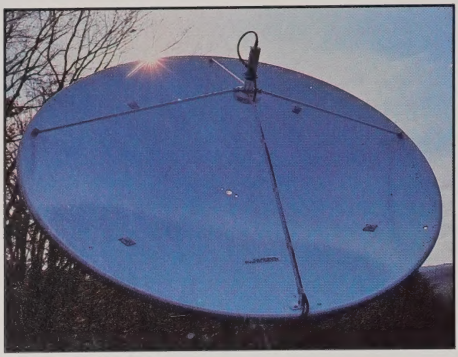

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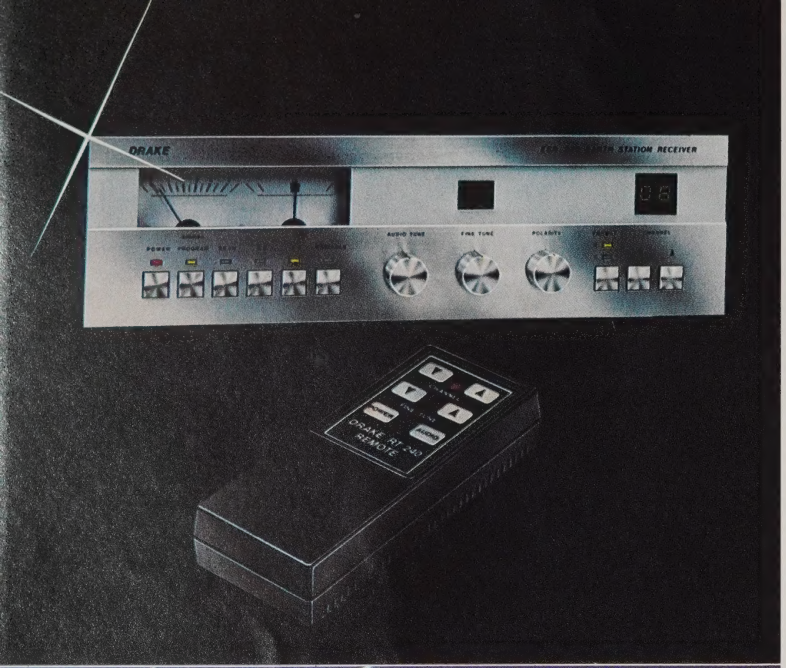

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SATELLITE DIRECTORY 1984 AND BUYER'S GUIDE

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Dear Readers,

The *1984 Satellite Directory and Buyer's Guide* is your key to a rapidly expanding, increasingly sophisticated marketplace. Over the past twelve months, not only have new satellite networks taken to the air, a veritable deluge of technologically advanced products have made it no easy task to keep abreast of the markeplace.

This Directory is designed to help you locate just the right product or service to meet the discriminating needs of your customers. From cover to cover, the more than 200 pages are chock-full of vital information that will help you find your way around this complex industry.

You'll find we've made it as simple as possible for you to access the hundreds of satellite manufacturers, distributors, consultants and related services listed in this year's Directory. Nowhere else can you find so much information in such an easy-to-read format. Not only have we included such details as "800" numbers to make calling simpler, an exciting new section headlined "Satellite Company Profiles" provides complete descriptions of the types of equipment produced by many satellite hardware manufacturers.

Because satellite television is a phenomenon not of the future but of today, the need for up-to-the-minute news of the market is vital. That's why, in addition to providing you with this annual Directory, Video Product News is launching a new, monthly satellite trade newspaper to keep you posted on what's happening in the industry throughout the year. The timely editorial in *Satellite Business* will provide a clean channel of communication for all the people who make the satellite industry the most exciting marketplace of the '80s.

We invite your comments on the 1984 Directory, and wish you a successful year in the trade!

Steve Tolin

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Editor-Publisher

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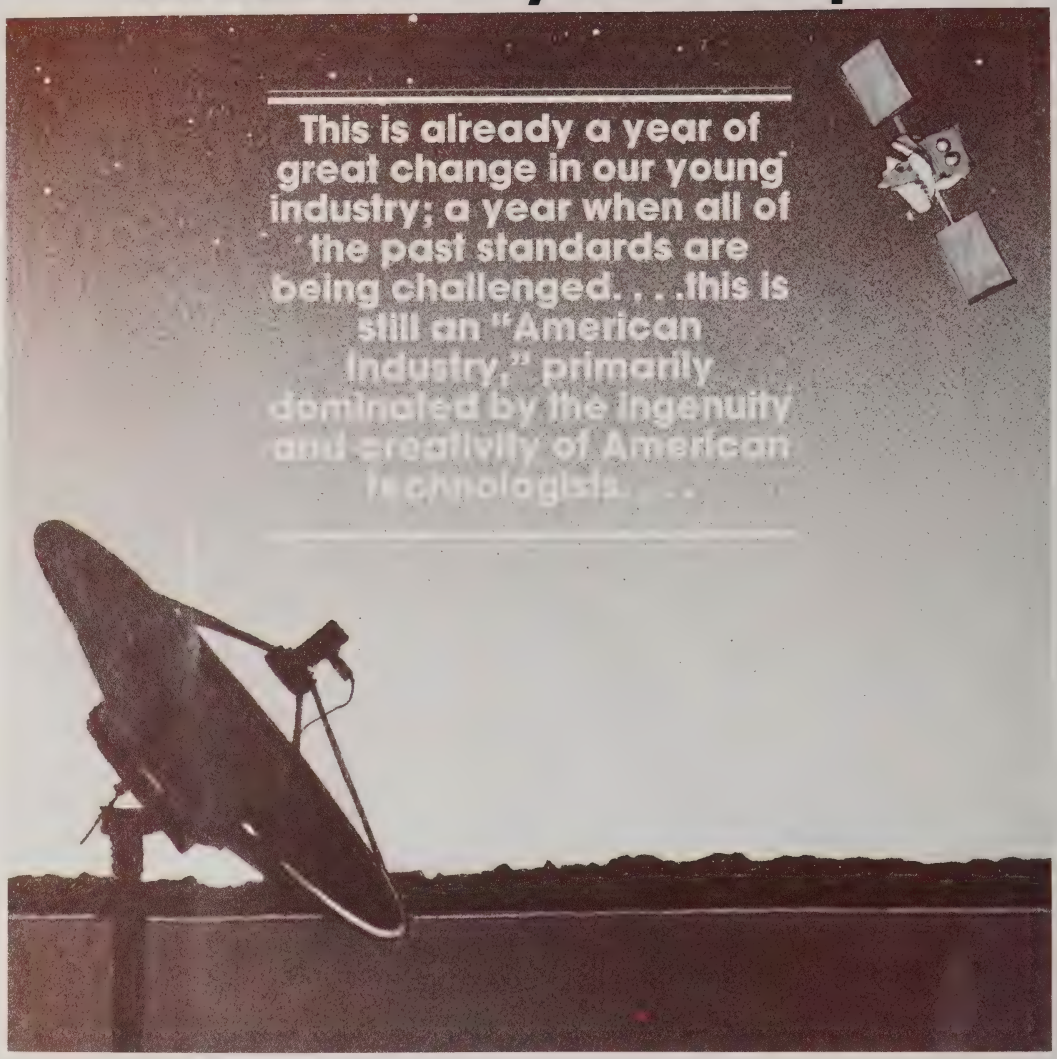
Introduction by Bob Cooper



Television and AM/FM radio have been an important part of the consumer market and the daily lives of millions of people for many years. With the invention of the transistor in 1947, and the continued development of its descendants, we now have a new (and close to being the ultimate) medium for education, information, and amusement: Television broadcasts direct to earth from space.

From a modest start in the mid-'70s with one satellite and one channel of video, we now have over 10 "birds" to choose from, with as many as 100 programs available. For the first time, the more than 20 million North American homes that never could be reached by cable, can now have access to as much information as the city dweller. As a matter of fact, once the average cable or off-the-air viewer sees what comes from the sky, they will never again be satisfied with 12, or even 24, channels.

Conservative estimates place the number of privately owned earth stations at over 300,000 (Jan. '84), with a rapidly accelerating installation rate. A total of one million stations by the end of 1984 is not out of the question, though most guesses run slightly less.

Now that the industry has reached this size and the major program suppliers cannot afford to ignore the potential income, the scrambling of signals can benefit all. If scrambling is done correctly, it can actually enhance the video signal-to-noise ratio, meaning a smaller dish or a less expensive system for such signals could be economically used. The big advantage of it is that the suppliers and the artists get paid, plus we get better video.

Descrambler technology will improve and costs will decrease as more and more systems are installed and as popular demand increases, much in the same way as we have seen earth stations plummet in price over the last two years.

As you read the following pages, you will be introduced to a revolution which is going to affect the entire world. It is a new industry and a new way of communicating with people. It is also—in the free world, at least—a good way to become a Big Brother watcher. ■

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PIONEER MEMBER OF SPACE

Introduction by Taylor Howard

Most people have little interest in history; I guess I happen to be an exception to this "rule." I love history. And I have an especially soft spot for history as it relates to the broadcasting industry.

I especially enjoy history in which I had a part, however small, in the actual event. I recall, for example, my first meeting with Taylor Howard. He was a professor at Stanford at the time. He had built his own satellite terminal at his ranch home near San Andreas, California, and we had learned of each other's work. So I went to California to visit him.

Taylor met me in San Jose, California, and we flew in his own small plane to San Andreas. Taylor had done some very creative design work in building his own terminal. His work, unlike mine, was fashioned in a way so that others could "copy it," given sufficient instructions and assistance. I was meeting Taylor because I wanted to write three books about building satellite terminals—one each describing the pioneering terminals of Howard, another about a fellow in South Carolina named Robert Coleman, and a third concerning the work of Oliver Swan in Arizona.

Of the trio, Taylor's system was the most complete and best-performing. With more than a decade of Space Age work behind him, he had that special touch that ensured that a working system was also a finished product. It was my impression, as Taylor took me through his system, that a manufacturer could "move in" and copy, exactly, what Taylor had done, and be in the "low-cost" TVRO business.

I had a very simple concept. From an article I had written for *TV GUIDE* in 1978, I received more than 10,000 pieces of "mail" from people who claimed they wanted satellite TV in their homes. Unfortunately, at the time, there was no equipment in the marketplace to fill that need. My concept was that we take people like Howard, Coleman, and Swan, and turn them loose in a "teaching environment." I wanted this trio to teach those hundreds who had written and claimed they could do it, "on their own," if somebody would just give them some basic information. In my mind, I saw the teachers teaching, followed by the creation of a "cottage industry"; dozens of small entrepreneurs working away in their basements and garage shops, creating receivers and antennas and products for a new industry.

Well, it worked. You see the proof that American (and more recently, not-so-American!) ingenuity can rise to the occasion and challenge right here in this publication. Hundreds of products—professionally designed and skillfully marketed—have been sold to others like those first 10,000 people who wrote to me in the fall of 1978.

This is already a year of great change in our young industry; a year when all of the past "standards" are being challenged. The TVRO industry is now a world-wide industry; products are routinely manufactured for TVRO systems in such faraway spots as Malaysia, Australia, England, South America and the Far East. We are now witnessing the leading edge of Japanese and Korean products—new receivers, new LNAs and, soon, new antennas. Our growth is attracting medium-sized ($100 million U.S.) firms world-wide into our marketplace; some are much larger than this. Yet, today—the spring of 1984—this is still an "American Industry," primarily dominated by the ingenuity and creativity of American technologists such as Taylor Howard. I view this changing, rapidly, in the upcoming 12 months. I no longer feel comfortable with the concept of American producers using only American engineering; that only American production can maintain their leadership role in this industry. Major American TVRO manufacturers are now in various business "arrangements" with major Far Eastern manufacturers. One year from now, I predict, most of those Far Eastern suppliers will be selling their own products here, using their own distribution and marketing channels.

If the equipment is changing rapidly—and it is—in source, its design and operation is changing even faster. Four years ago—no, make that two years ago—a fellow had to be a hybrid mechanic and electronics whiz kid to be a successful operator of a home TVRO dealership. He had to be a mechanic to figure out how he was going to make the complicated antenna system perform; he had to be an electronics whiz kid to figure out how to make the electronics work to the satisfaction of the customer.

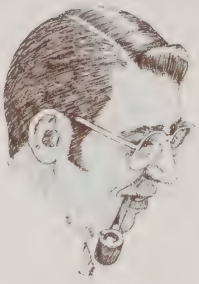
This is the year of the totally integrated, totally foolproof home system. Rapid advances in foolproof installations is upon us; a man no longer needs to be a mechanic nor an electronics whiz kid to go out and *install two or three home terminals in a single day. Very clever "people* engineering" have gone into the design of terminals. Typically, they are no more complicated to assemble and install today than, say, a child's gym set from Sears. That's good. Now the dealer can concentrate on being a businessman; figuring out how to sell more systems, how to market his products better, and how to attract more interest in what he has to offer.

This is also the year of "getting legal." Since the first day I turned on my first terminal in 1976 (turning in a newscast from Canada, by the way), there has been a "legal cloud" over the industry. There are no laws or regulations that say home terminals are illegal. Unfortunately, the reverse is also true; there are no laws or regulations which say what we do *is* legal. This will be sorted out properly during 1984. Part of the reason for this is a firm called HBO or Home Box Office. HBO will, this year, finally come around with a program which will "sell" legal home subscription service to anyone with a home terminal. This will be an extraordinary accomplishment that has been simmering on the back burner since 1978 and before. This single act will do more to popularize and promote home terminals for our industry than all of the other "achievements" to date.

You are involved in a very exciting industry at very exciting crossroads. The foundation being laid this year will be the basic framework this industry will grow upon for a decade or more to come. You are clearly "in on the ground floor." This is the opportunity of a lifetime; *your lifetime.* Make the most of it. You may never pass this way again. ■

ILLUSTRATION: KEITH BATCHELLER

BIO • BOB COOPER



BOB COOPER

Robert B. Copper, Jr., or "Coop," as most know him, pioneered the home TVRO industry in 1975 by proposing in print that small-dish antennas, "as small as 10 feet in size," might be used in backyards for direct satellite reception. One year later he had his own home terminal, the first to be "licensed" by the Federal Communications Commission for home use. His background prior to the birth of the home TVRO industry prepared him well for his later exploits. Barely a teenager in 1950, Cooper built a cable television system in his neighborhood near Ithaca, New York, to bring television to more than two dozen families. In 1960, he pioneered the cable television industry's first trade journal publication (*TV Horizons*; now, *Cable Television Business*). By the mid-'60s, he was building and operating cable television systems in the California foothills near Sacramento.

Cooper wrote two cable television books in that period; one describing cable TV management, the other describing the technical operations of cable systems. Both remained best-sellers well into the '70s. His pioneer home terminal in 1976 led to a series of magazine articles (*TV GUIDE, Mother Earth News, Popular Science*, et al) he authored describing home terminals. Swamped by requests for more information, Cooper quickly authored a series of "how-to" manuals telling others how to build their own satellite terminals. This, in turn, led to the first industry "trade show," in August of 1979, where he introduced fellow pioneers, Taylor Howard, Robert Coleman, H. Paul Shuch and Oliver Swan, to the 500-plus people attending. From that first trade show and the early Cooper books, an entire industry has arisen.

Today, Cooper publishes *CSC* (*Coop's Satellite Digest*), a twice-a-month industry trade magazine which he launched in the fall of 1979. Since 1980, he and his family have resided on the Turks and Caicos Islands, a small, mostly forgotten portion of the old British Commonwealth in the northern Caribbean. There he and his 14-year-old son, Kevin, operate the "Turks and Caicos National Television Network," a chain of low-power (10-watt) television stations operating on four islands and on 22 separate television channels spread over an 80-mile chain of islands.

On his home island of Providenciales, two separate "satellite antenna farms," totaling 15 satellite dishes between 100 feet and 25 feet in size, are in regular, full-time use. Extensive testing of satellite equipment for editorial review in his publications takes place there. Featured on the popular American syndicated television program "Entertainment Tonight" this past year, *ET* said of Cooper's island, "There are not very many people here; no industry, and very little social life. What they do have an abundance of . . . is television!". ■

BIO • TAYLOR HOWARD

H. Taylor Howard "Tay" is one of the world's most prominent satellite private terminal engineers. A self-designated "Space Junkie," Howard once received Sputnik on his ham receiver on one of its first orbits, and claims he has spent his "entire adult life playing variations on the theme." Among his accomplishments, Howard is known for the creative design work of his home TVRO terminal. In the early days, one of his pioneering colleagues, Robert Cooper, visited Howard at this ranch home near San Andreas, California, and found that Taylor's terminal "was fashioned in a way so that others could 'copy it,' given sufficient instructions and assistance. . . He had that special touch that ensured that a working system was also a finished product."

TAYLOR HOWARD

Currently, at age 51, Taylor Howard is Research Professor of Electrical Engineering (Emeritus) at Stanford University. He formed part of a special NASA team assigned to study the approaching era of DBS. As well as being a NASA scientist, Howard has also served as Principal Investigator on the Pioneer, Mariner, Galileo, and Apollo space programs. Looking ever upward, he also works on space probe programs for the California Jet Propulsion Lab at Pasadena, California.

How does he spend the rest of his time on earth? As the founding president of S.P.A.C.E., Howard has dedicated himself to the early legal battles revolving around the trade association. He currently serves as a director of S.P.A.C.E. Howard is also the inventor of "Polorotor," and, in 1980, along with Bob Taggart, co-founded Chaparral Communications.■

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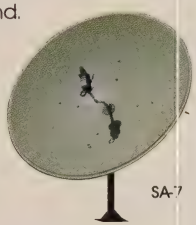

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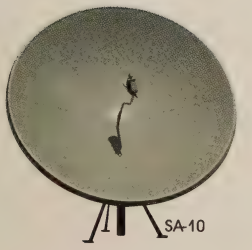

SA-10

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THE SPHINX...
leads to the road of total television.

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the only antenna made of Reaction Injection Molded (R.I.M.) polyurethane structural foam to insure quality, consistency, parabolic accuracy and resistance to all climatic conditions.

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the most sophisticated antenna on the market.

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207-783-7736

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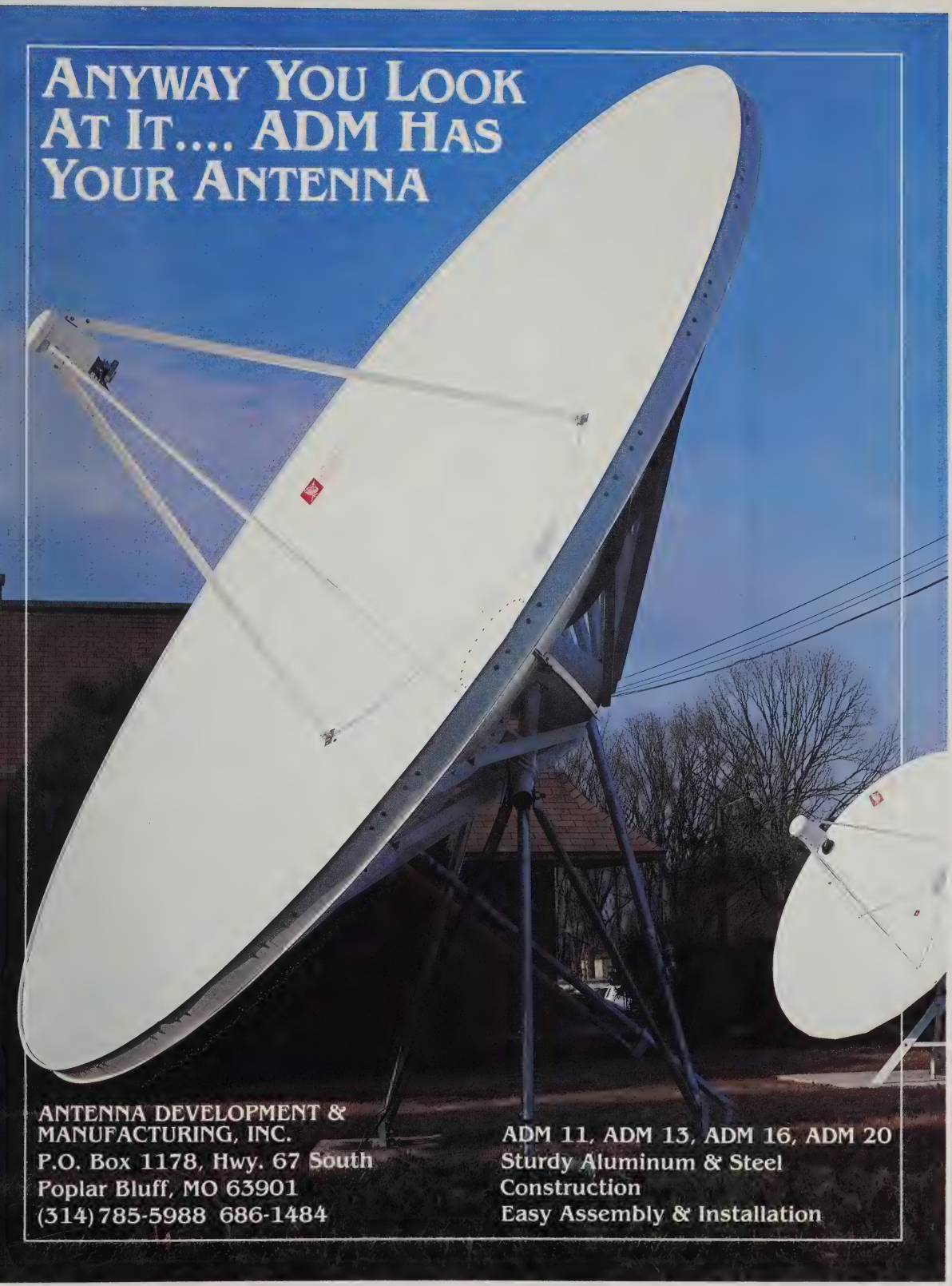
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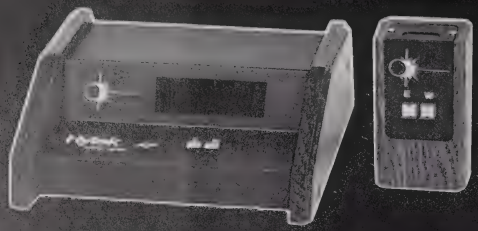


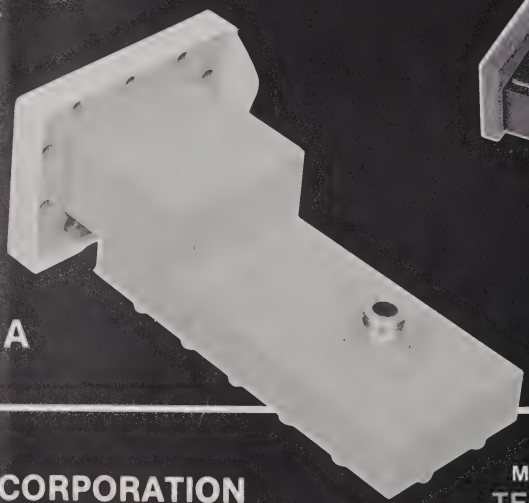
HYTEK ir
Infrared Remote

E2

Power Drive Unit

CORONA HYTEK

HYTEK E1



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Automation Techniques, Inc.
Boman Industries
Cayson Electronics Inc.
Channel Master Satellite Systems
Comtech Data Corporation
Conifer Corp.
D. H. Satellite
Dial One Antennas By Frank
Excalibur Satellite Systems Inc.
Francis Enterprises, Inc.
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Gillaspie Communications Inc.
Hawkeye Satellite Systems;Div. of Mark IV Fiberglass Inc.
Hero Communications of Florida, Inc.
ICM Video
Intersat Corporation
Janeil Corporation
Kelgo International, Ltd.
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Micro-Link Systems, Inc.
Microdyne Corporation
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Phenix
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United Satellite Systems
Vidare Mfg. Inc.
Western Satellite Antenna Mfg. Inc.
Wilson Microwave Systems, Inc.
Winegard Company

ANTENNAS

TYPES

Fiberglass

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Astra Systems, Inc.
Beddingfield, Inc.
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Channel Master Satellite Systems
Claasen Electronics
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Comtech Data Corporation
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Fiber Tec Industries
Futuresat, Inc.
Gillaspie Communications Inc.
Hawkeye Satellite Systems;Div. of Mark IV Fiberglass Inc.
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Jim Patterson Enterprises
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Laux Communications, Inc.
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Micona Corporation
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Micro-Link Systems, Inc.
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Miralite Corporation
Paramount Satellite Systems, Inc.
Precision Satellite Systems
Professional Manufacturers Industries, Inc.
Satco USA
Satellite Sales & Mfg. Inc.
Satellite Systems Ltd./Div. of NuWest Video Ltd.
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Skytronics
Skywalker Communications
Southeast Satellite Distributors, Inc.
Space Pioneer Satellite Antenna Systems
Stam Mfg. Co.
Standard Communications Corp.
Symtel Satellite Television Systems
T.S.I.
Transtar Communications
United Satellite Systems
Universal Satellite Antenna Manufacturing
Unlimited Fiberglass, Inc.
Vidare Mfg. Inc.
Westech Electronics
Western Satellite Antenna Mfg. Inc.
Winegard Company

Aluminum

An-Teck
Andrew Antenna Co. Ltd.
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Birdview Satellite Communications, Inc.
D. H. Satellite
Draco Laboratories Inc.
Focii Antenna Systems, Inc.
Francis Enterprises, Inc.
Gabriel Electronics Incorporated
Galaxy Electronics
General Instrument/RF System Division
Gillaspie Communications Inc.
Hastings Antenna Co.,Inc.
Hero Communications of Florida, Inc.
Janeil Corporation
Lindsay America
Lindsay Specialty Products Ltd.
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Manumark, Inc.
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Micona Corporation
Microgain Corporation
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Miralite Corporation
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Paramount Satellite Systems, Inc.
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U.P. Satellite Dish Co.
Video Satellite Corporation
W S C Electronics Mfg. Co., Inc.
Westech Electronics
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Sectional

Amplica
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Precise antenna movement with push button ease. Built-in power supply, dynamic breaking. A solid solution to low cost dish power positioners.

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Francis Enterprises, Inc.
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Microdyne Corporation
Microgain Corporation
Miralite Corporation
Omega Systems, Inc.
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Transtar Communications
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Single Piece

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D. H. Satellite
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Francis Enterprises, Inc.
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Video Satellite Corporation
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Folding

Comtech Data Corporation
Janeil Corporation
Microdyne Corporation

Spherical

McCullough Satellite Equipment Inc.
Precision Satellite Systems

SIZES

4 Feet or less

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Galaxy Electronics
Gillaspie Communications Inc.
Laux Communications, Inc.
Metal Spinners Inc.
Metalex Corporation
Micro Communications, Inc.
Miralite Corporation
Professional Manufacturers Industries, Inc.
Quadralite Inc
Seavey Engineering Associates, Inc.
Stam Mfg. Co.
T.S.I.
Universal Satellite Antenna Manufacturing
Unlimited Fiberglass, Inc.
Westech Electronics

5 - 6 Feet

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Arunta Satellite Telecommunications
Astra Systems, Inc.
Claasen Electronics
Excalibur Satellite Systems Inc.
Focii Antenna Systems, Inc.
Fox Distributors Ltd.
Gillaspie Communications Inc.
Jim Patterson Enterprises
Laux Communications, Inc.
Metal Spinners Inc.
Miralite Corporation
Paramount Satellite Systems, Inc.
Professional Manufacturers Industries, Inc.
Symtel Satellite Television Systems
T.S.I.
Universal Satellite Antenna Manufacturing
Unlimited Fiberglass, Inc.
Westech Electronics
Winegard Company

7 - 8 Feet

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Cayson Electronics Inc.
Channel Master Satellite Systems
Continental Satellite Systems
D. H. Satellite
Draco Laboratories Inc.
Excalibur Satellite Systems Inc.
Focii Antenna Systems, Inc.
Fox Distributors Ltd.
Francis Enterprises, Inc.
Futuresat, Inc.
General Instrument/RF System Division
Hastings Antenna Co.,Inc.
Hawkeye Satellite Systems;Div. of Mark IV Fiberglass Inc.
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Lindsay America
Lindsay Specialty Products Ltd.
McCullough Satellite Equipment Inc.
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Omega Systems, Inc.
Paramount Satellite Systems, Inc.
Professional Manufacturers Industries, Inc.
Regency Electronics Inc.
S.R.C. Industries
Satco USA
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Unlimited Fiberglass, Inc.
Vidare Mfg. Inc.
Video Satellite Corporation
Westech Electronics
Western Satellite Antenna Mfg. Inc.
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9 - 10 Feet

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Arunta Satellite Telecommunications
Birdview Satellite Communications, Inc.
Cayson Electronics Inc.
Channel Master Satellite Systems
Claasen Electronics
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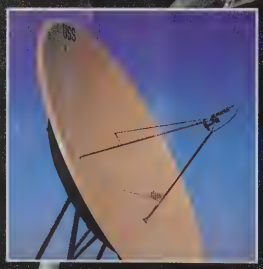
Track Through The New USS™ SR-1 System

Better By Design

For years, dealers have searched for quality satellite television reception in an attractive package that's EASY to sell and install. Now, United Satellite Systems has the answer. It's a second-to-none, totally integrated electronics package that even includes a remote-control unit that can be used in any room in the house.

Track it through. See for yourself that USS has put it all together for superior quality earth-station viewing.

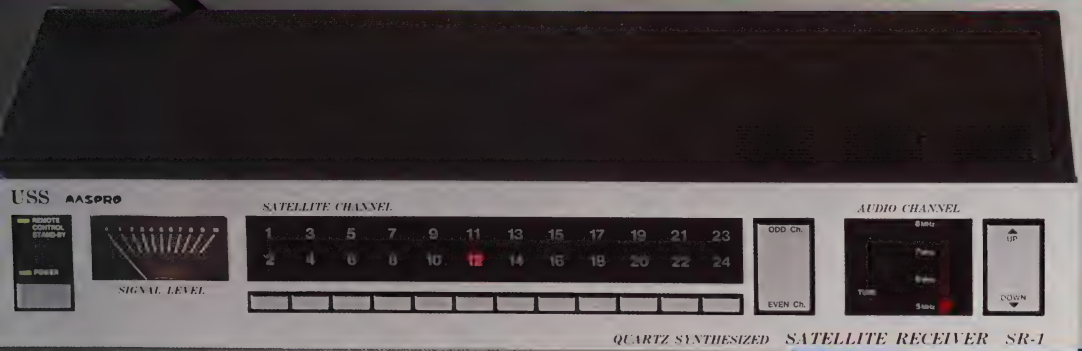
The USS Antenna is a commercial quality, prime-focus design parabolic reflector that was tested and proven superior at an independent microwave antenna test facility.



The USS LNC, using the latest GaAsFET technology, amplifies the signal, tunes the transponder, and down converts from 4 Ghz. to 1.2 Ghz.

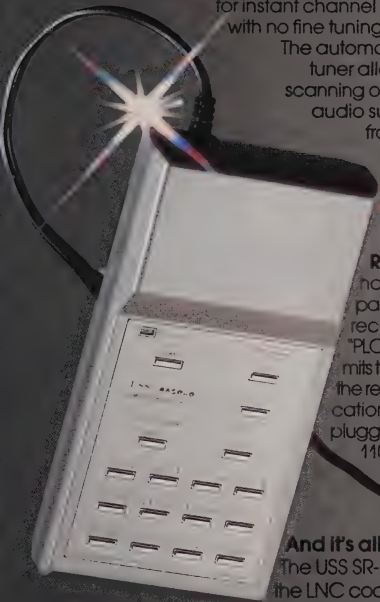
The USS SR-1 System™ interconnects with a single coaxial cable. For easy installation, we have multiplexed onto one coax cable the IF signal, tuning voltage, and three-wire polarity control, eliminating all excess wires.

The USS Second Down Converter converts the signal from 1.2 Ghz. to 70 Mhz. It contains the power supply, polarity interface, pilot light and antenna "peaking" test point. It's in a rugged die-cast aluminum, weather-proof, O-ring sealed housing.



The USS SR-1 Receiver has a soft-touch, push-button, quartz-synthesized encoder for instant channel selection, with no fine tuning needed. The automatic audio tuner allows rapid scanning of all active audio subcarriers from 5 Mhz. to 8 Mhz.

Automatic polarity switching is instantaneous with a push of the button. SAW filter technology is incorporated into both the receiver and modulator. The integral modulator is available on channels three through six.



The USS CRC-1 Remote Control has all the front panel functions of the receiver and, using "PLC" technology, permits the viewer to control the receiver from any location in the house by plugging into the nearest 110 VAC wall outlet.

And it's all in one package. The USS SR-1 System™ includes the LNC coax with connectors, the polarity cord and even 120 feet of cable with connectors for the run into the house. It hooks up quickly; no need to buy additional enclosures, extra wiring or weatherproofing. No special tools required. USS delivers easy installation and trouble-free performance for you... a user friendly system and high-quality reception for your customer.... And it looks good too. A leading publication called it "the most elegantly finished receiver on the market."

Want to know more about the best package? Call TOLL-FREE **1-800-328-7733** or, in Minnesota, call (218) 681-5616 for a free brochure. Or contact the USS master distributor in your local region.

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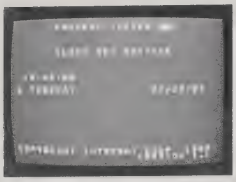
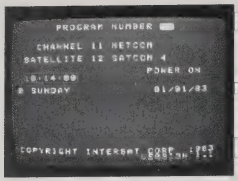
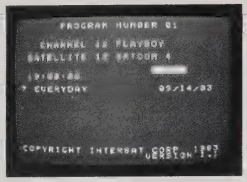


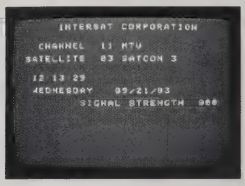
Set Day, Date, Time



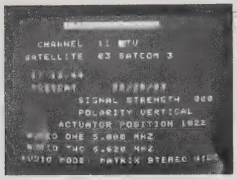
Selects Lockout, Power On, Power Off



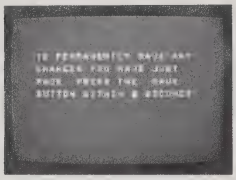
Parental Lockout



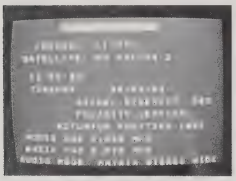
Channel #, Satellite, Day, Date, Time



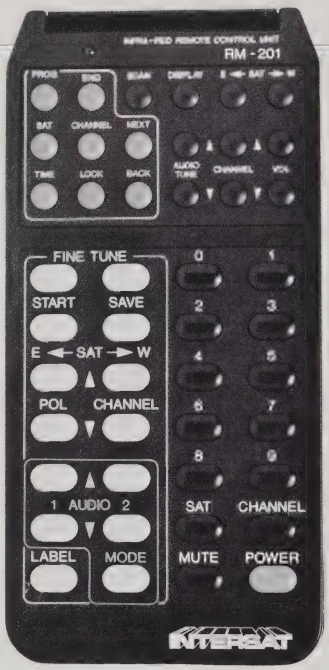
Label Change, Satellite Location, Fine Tunes Audio



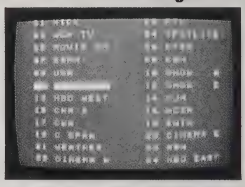
Stores All Changes In Program



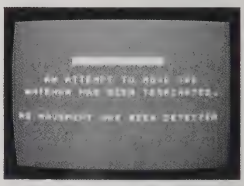
8 Modes of Audio/Tunable 12 Watts Stereo



Available Satellites for Viewing



Available Channels On Each Satellite



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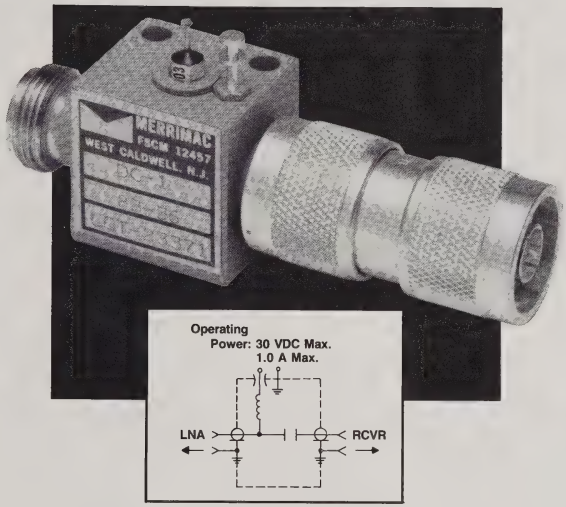
MODEL DC-1



The Merrimac DC-1 is used as a Power Inserter for supplying external Bias to an LNA, independently of the Video Receiver. It is also employed as a DC Block for multiple receiver installations where the LNA is being powered by DC Bias on the RF feed line from one Video Receiver.

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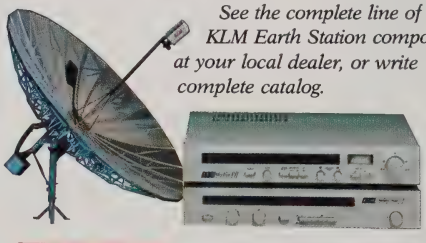

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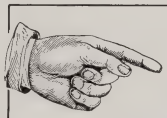

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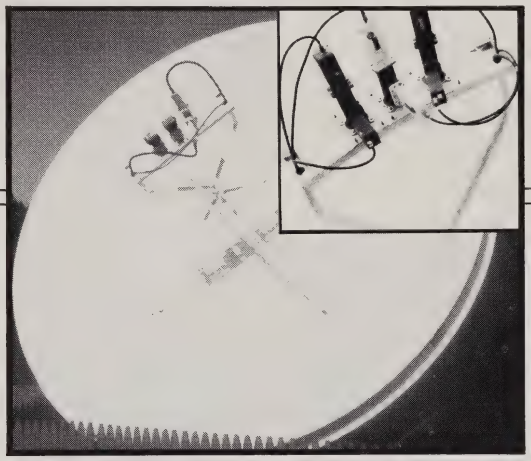

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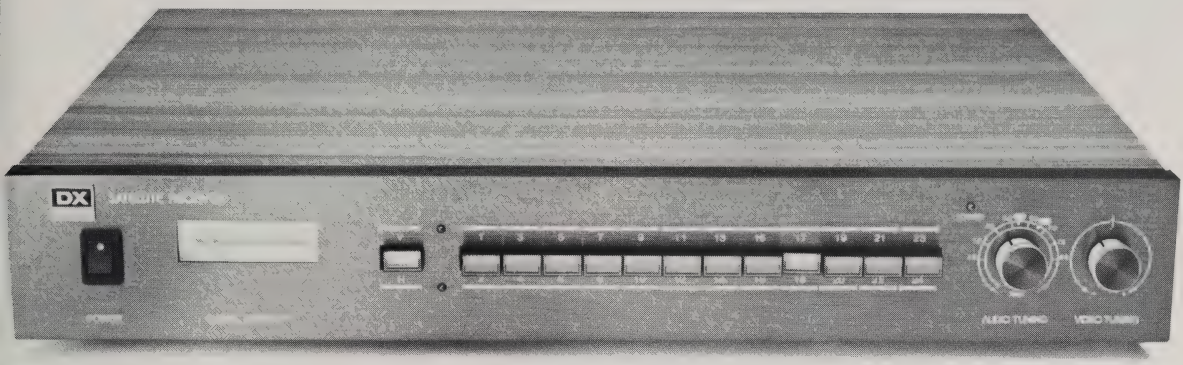

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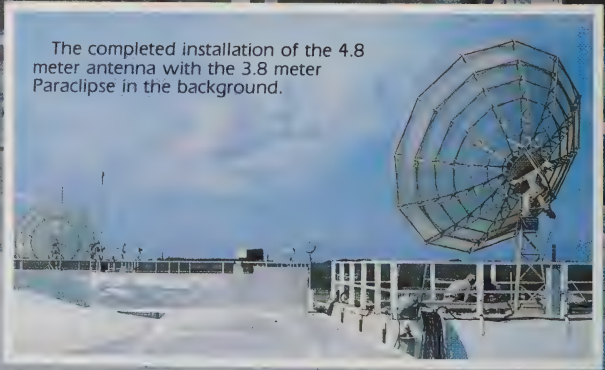
The Paraclipse 4.8 meter satellite antenna was installed atop NASA's Central Instrumentation Facility, at the Kennedy Space Center, November 1983. Shown here during the installation of the mesh.

NASA engineers watch Paradigm chief engineer Frank Casten (plaid shirt) and Paradigm engineer Gene Campbell fine tune the 4.8 meter with a spectrum analyzer.



The completed installation of the 4.8 meter antenna with the 3.8 meter Paraclipse in the background.

Mark Fator photographer

Paraclipse

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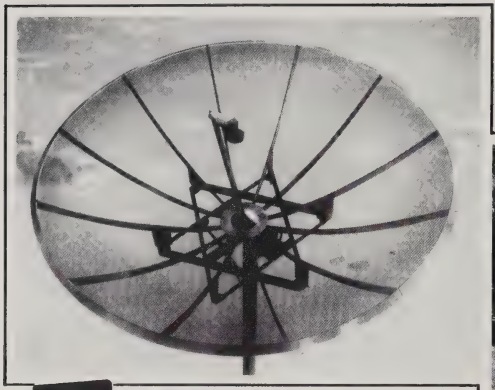

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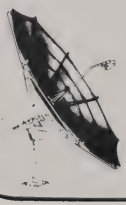
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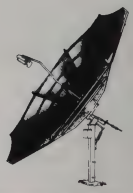

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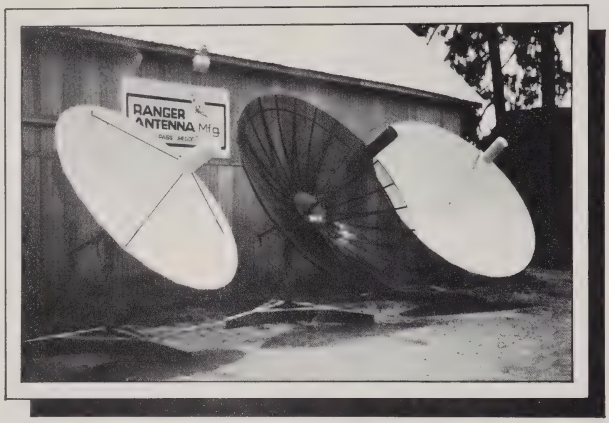

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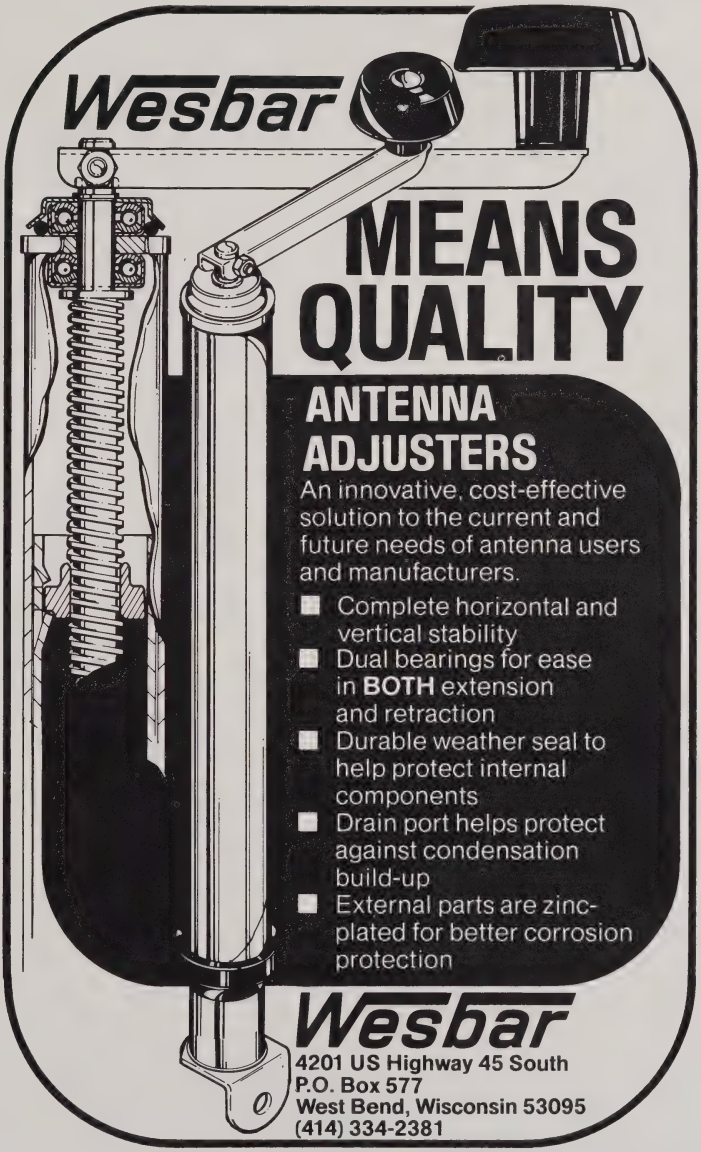

DNR
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6.8
VARIABLE
POWER
SIGNAL
TUNING
Regency
AUDIO
FINE TUNE
TUNING
FORMAT
ONE
TWO
EVEN
ODD
SKEW
SATELLITE RECEIVER SR-3000
SIGNAL STRENGTH
TUNING
POLARIZER
AUDIO
POWER
ELECTRONIC
VIDEO
SWITCHER
ANT
SAT
VCR
GAME
TV
VCR

INTRODUCING THE OLDEST NEW SATELLITE SYSTEMS COMPANY

Regency: The company that made the world's first transistor radio. The company that's been in electronics for 36 years. The company with products ranging from CATV converters, microwave test equipment, communications transceivers and military service monitors.

Great. But what's Regency done for you lately? Simple. Yet very impressive. We've introduced the satellite system components destined to be the leader. Here's why.

First there's a receiver with performance as good as its looks. And looks as good as its performance. While this photograph hardly does justice to the performance, it does let you behold the styling and features of the future.

Want the specifics? Consider this: Detent tuning with AFC. Preset and variable audio control. Signal strength and center tune meters. Built-in Chaparral Polarotor control. Polarization skew adjustment. Dynamic noise reduction audio circuitry. External meter jack. Built-in modulator. Composite baseband output. Defeatable AFC. Unmodulated video and audio output. Plus a stable, rugged, and weather sealed downconverter.

Now take all that, tag it with a super competitive price and back it with the service of a very strong company.

Beginning to be impressed yet? Read on. There's more.

Connect that receiver to a true breakthrough in antenna design. Meet the new Regency Polaris satellite antenna. It was born in the mind of a design computer. So its 90 inch diameter, deep profile shape gives you at least .6 to .8 db better carrier to noise ratio than any conventional "dish." Take that design, mount it on a rugged steel polar tracking mount that's the essence of simplicity to install. And insure superior performance for years with a high surface accuracy, hard alloy marine grade aluminum reflector. That's the Regency Polaris satellite antenna.

Think we're done yet? No, there's more. Because we know when we can improve on the state of the art, and when we can't. So when we saw the best, we didn't tamper. That's the reason every Regency satellite antenna is packaged with a Chaparral Polarotor.

The new Regency satellite system components. From the oldest new satellite systems company. Simple, very impressive, and destined to be the leader.

So don't follow anyone else. Call the Distribution Center at the 800 number listed below for the name of your nearest dealer.

Distribution Center
Hoosier Electronics
P.O. Box 3300
Terre Haute, IN 47803

1-800-457-3330

Regency®

SATELLITE SYSTEMS
7707 RECORDS ST.
INDIANAPOLIS, IN 46226

Francis Enterprises, Inc.
General Instrument/RF System Division
J J T Distributing
Lindsay America
McCullough Satellite Equipment Inc.
Microdyne Corporation
Microwave Consultants & Manufacturers
Modulation Associates, Inc.
Newton Electronics, Inc.
R. L. Drake Company
Scientific-Atlanta, Inc.
Standard Communications Corp.
T L Systems
Wawasee Electronics Co.,Inc.
Westech Electronics
Western Satellite Antenna Mfg. Inc.
Winegard Company

Power Blocks

Amplica
California Amplifier Inc.
Channel Master Satellite Systems
Comtech Data Corporation
DX Communications, Inc., Sub of Itoh & Co. (America) Inc.
General Instrument/RF System Division
Satellite Ground Components, Inc.
Satellite Technology Services, Inc. (STS)
Scientific-Atlanta, Inc.
Symtel Satellite Television Systems
Westech Electronics
Winegard Company

Stereo Processors

Arunta Satellite Telecommunications
Conifer Corp.
ICM Video
Intersat Corporation
Janeil Corporation
Northwest Satlabs
PenTec-MTI
R. L. Drake Company
SAT-TEC Sales Inc.
Surround Sound, Inc.
United Satellite Systems
Westech Electronics

Splitters, Active

Amplica
Birdview Satellite Communications, Inc.
California Amplifier Inc.
Channel Master Satellite Systems
General Instrument/RF System Division
Marshall Electronics Inc.
Merrimac Industries Inc.
Winegard Company

Splitters Passive

California Amplifier Inc.
Channel Master Satellite Systems
Comtech Data Corporation
DX Communications, Inc., Sub of Itoh & Co. (America) Inc.
General Instrument/RF System Division
Janeil Corporation
M/A-COM Omni Spectra, Inc.
Marshall Electronics Inc.
Merrimac Industries Inc.
Microdyne Corporation
Satellite Ground Components, Inc.
Satellite Technology Services, Inc. (STS)
Scientific-Atlanta, Inc.
Surround Sound, Inc.
Winegard Company

Terminators

California Amplifier Inc.
Channel Master Satellite Systems
General Instrument/RF System Division
Marshall Electronics Inc.
Merrimac Industries Inc.
Satellite Ground Components, Inc.
Scientific-Atlanta, Inc.
Winegard Company

Test Equipment

Claasen Electronics
LNR Communications
Laux Communications, Inc.
Newton Electronics, Inc.
Northwest Satlabs
Signal Systems
Tektronix, Inc.
Universal Electronics Inc.
Wawasee Electronics Co.,Inc.

Video Switches

CZ Labs Inc.
Channel Master Satellite Systems
Crest Electronics Inc.
Marshall Electronics Inc.
R. L. Drake Company
Regency Electronics Inc.
Westech Electronics
Winegard Company

Atwood Mobile Products Introduces

Antenna Positioning Actuator

Designed to Meet the Demands of the TVRO Industry

Actuator part no. 83980
Bracket part no. 83990

This new actuator features an exclusive "end-play eliminator bearing" that virtually eliminates end-play of the actuator. This bearing is coated with a space-age lubricant for long-life. Other features include:

- 18″ Stroke
- All zinc plated for corrosion protection
- 2000 lb. static capacity; 1000 lb. dynamic capacity
- Moisture drain hole
- Easily removable handle allows for motor retrofit
- Threaded end cap for easy mounting to frame
- Competitive pricing

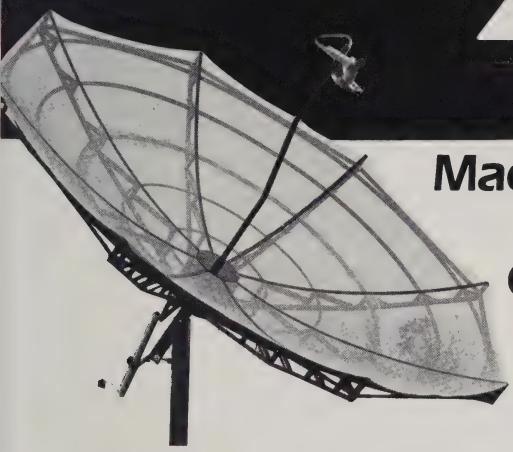
In addition, an optional zinc-plated bracket is available to accommodate easy mounting to most manufacturers' frames.

Atwood has been engineering and producing a variety of jacks and actuators for industrial and recreational applications for over 40 years.
This experience has given us an advantage in developing this new Antenna Positioning Actuator. Built to provide reliable, exact positioning for years, this Atwood Antenna Positioning Actuator is a solid value for your use.

Atwood Mobile Products
4750 Hiawatha Drive, P.O. Box 1205
Rockford, IL 61105 815•877-7461

Atwood®

THE ARISTOCOM XL-12



Made the way you sell antennas.

One at a time.

We've designed a rust and corrosion resistant aluminum mesh dish that is so bug free it delivers 70% surface efficiency. And it will continue to deliver for years to come. Why?

1. The truss arms are hand fitted, heli-arc (aircraft) welded and custom honed for flawless alignment.

2. The ring supports are crafted from T-bar, rather than flat bar, rolled and die checked to insure greater strength and perfect 360° ring support.

3. The mesh panels are individually cut and rolled flat for perfected parabolic surface.

4. The entire dish is assembled with custom designed stainless steel clips that replace and out perform tying wire and cut your assembly to hours instead of days.

5. The panels are secured by aluminum cap strips engineered to assure continuous smooth panel surface and secure panel mesh.

6. The dish mount is designed to suit any location in North America and its heavy Teflon® bearings make for easy one man adjustment.

All these elements combine to make a satellite dish that is easy to assemble and will wear for years to come. We're convinced. In fact we support a four year antenna warranty, but we don't think you'll ever need it.

ARISTOCOM XL-12

GET IT RIGHT THE FIRST TIME

Write: National Distributing Co., Inc., 114 Pride Drive, Route 2, Simpsonville, South Carolina 29681, (803) 967-4413

Videophile Satellite Television

The possibilities of component audio come to satellite video.

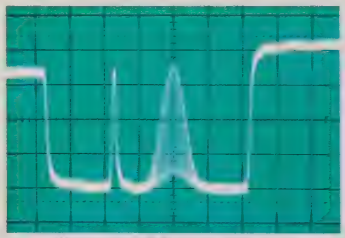
Component equipment has become popular in the audio field for a lot of reasons. One reason is that the component philosophy allows a purist to upgrade any piece of a system as technology advances without having to replace the entire system at once. This basic idea has ushered in an era of specialty firms dedicated to advancing the art of a single link in the chain. They succeed because all of their efforts are focused on one discipline, not thinly spread over an entire system. EARTH TERMINALS™ brings this philosophy to satellite television. We concentrate on the single most important, most difficult element—the microwave receiver. No other part of the system has such a dramatic effect on picture quality.

Quality You Can See

An EARTH TERMINALS receiver provides cleaner pictures with less granularity. Truer colors that don't smear. Less sparkling snow on weak programs. Complete absence of herringbones and waves. Superimposed lettering that doesn't tear at the edges. In fact, you haven't seen video this exciting unless you've been in a television studio. If you own a quality video projector, you'll be even more impressed.

Quality You Can Measure

Broadcast engineers are impressed with the accuracy of EARTH TERMINALS receivers too. Our VITS Sin^2 Pulse and video SNR test results are incomparable: actually the equal of most commercial grade receivers. We can also handle tough signals like Reuters data transmissions that give other receivers fits. It's no wonder then, that after exhaustive testing, some cable companies and television stations use EARTH TERMINALS receivers as their main source of satellite program material. They know value when they see it.



Unretouched Off-The-Air Sin^2 Pulse Test

It's Easy To Live With

All this technical sophistication is really quite easy to get along with. Precise automatic fine tuning tunes every channel the same way every time. You don't have to be an expert to get perfect pictures. EARTH TERMINALS receivers come with a remote control that selects channels individually, adjusts audio volume at your convenience, and automatically signals the rest of your system to supply the proper antenna polarization through an even/odd channel switch. And it fits in the palm of your hand.

Tips On Value

There are plenty of satellite receivers that cost less than ours, but nearly all of them need bigger antennas and more exotic Low Noise Amplifiers for a picture free of sparkling snow. If you're on a budget, you can save money in other parts of the system by paying more for our receiver and come out even. You get high fidelity video in the bargain. If you're simply after the best picture money can buy, we can make it very affordable. Either way, give us a call or write us for the details.

EARTH TERMINALS
Department 107
One Microwave Plaza
Cincinnati, Ohio 45242
513-489-6200

EARTH TERMINALS

Buyer's Guide Product Chart

	TYPE OF PRODUCT								ANTENNAS									
									TYPES								SIZES	
	Complete TVRO Systems	Antennas	Receivers	LNA's, LNC's & LNB's	Feed Systems	Actuators	Mounts	Accessories	Fiberglass	Aluminum	Wire Mesh	Steel	Sectional	Single Piece	Folding	Spherical	4 Feet or Less	5-6 Feet
A. C. M. SATELLITE TV		●				●	●		●									●
ACTUATOR CONTROL TECHNOLOGY						●												
ADVANCED CABLE, INC.								●										
AMPLICA	●	●	●	●	●	●	●	●	●		●		●					
AN-TECK		●								●				●				●
ANDERSON SCIENTIFIC			●															
ANDREW ANTENNA CO. LTD.		●			●		●			●							●	●
ANDREWS ELECTRONICS CORP.	●	●	●	●	●	●	●		●	●								
ARC FINDER MFG., INC.						●												
ARUNTA SATELLITE TELECOMMUNICATIONS	●	●	●		●	●	●	●	●		●		●	●				●
ASTRA SYSTEMS, INC.		●					●		●				●					●
ATV RESEARCH INC								●										
ATWOOD MOBILE PRODUCTS						●												
AUTOMATION TECHNIQUES, INC.	●		●	●				●										
AVANTEK, INC.				●														
AVATAR ELECTRONICS INC.			●															
AVCOM OF VIRGINIA INC.			●					●										
AMERICAN MICROCOM SYSTEMS, INC.						●												
BASIC SYSTEMS			●			●		●										
BEDDINGFIELD, INC.		●	●		●	●	●		●									
BIRDVIEW SATELLITE COMMUNICATIONS, INC.		●	●	●	●	●	●	●		●				●				
BOMAN INDUSTRIES	●		●	●	●	●	●	●										
BURR ENGINEERING & DEVELOPMENT CO.						●												
BANVIL LIMITED						●	●											
CALIFORNIA AMPLIFIER INC.				●				●										
CARLTON INTERNATIONAL MFG. CORP.																		
CAYSON ELECTRONICS INC.	●	●					●		●				●					
CENTAURI TOWER INC.							●											
CHANNEL MASTER SATELLITE SYSTEMS	●	●	●	●	●	●	●	●	●									
CHAPARRAL COMMUNICATIONS					●													
CLAASEN ELECTRONICS		●						●	●		●							●
COLUMBIA SATELLITE SYSTEMS INC.		●			●						●							
COM-SAT SYSTEMS LTD.						●												
COMTECH ANTENNA CORP.		●			●	●	●		●				●					
COMTECH DATA CORPORATION	●	●	●		●	●	●	●	●				●		●			
CONIFER CORP.	●	●	●	●	●	●	●	●			●							
CONTINENTAL SATELLITE SYSTEMS		●									●							
CORNELL ENERGY SYSTEMS																		
CREST ELECTRONICS INC.								●										
CRYSTAL TECHNOLOGY								●										
CZ LABS INC.								●										
D. H. SATELLITE	●	●			●	●	●			●		●		●				
DABURN ELECTRONICS AND CABLE CORP.								●										
DIALCO ENTERPRISES						●	●											
DRACO LABORATORIES INC.		●				●	●			●								
DX COMMUNICATIONS, INC., SUB OF ITOH & CO. (AMERICA) INC.			●					●										
DIAL ONE ANTENNAS BY FRANK	●																	
E. M. A. INDUSTRIES INC.						●												
EARTH TERMINALS INC.			●															
ELECTRONIC RAINBOW, INC.			●															
ENI SYSTEMS						●	●											
EXCALIBUR SATELLITE SYSTEMS INC.	●	●	●	●	●	●	●		●				●	●			●	●
FIBER TEC INDUSTRIES		●							●									
FOCII ANTENNA SYSTEMS, INC.		●			●	●	●			●								●
FOX DISTRIBUTORS LTD.		●					●						●	●			●	●
FRANCIS ENTERPRISES, INC.	●	●			●	●	●	●		●		●	●	●				
FULTON MANUFACTURING CORP.						●												

Special thanks to Guy Davis, Uniden; Bill Stark, National Microtech; and Don Brown, Amplica for their assistance and creativity in this section.

ANTENNAS Cont'd							RECEIVERS																				
SIZES																					AUDIO SUBCARRIERS				REMOTE CONTROL			
7-8 Feet	9-10 Feet	11-12 Feet	13-15 Feet	16-20 Feet	Over 20 Feet	Optional Extension Panels	Synthesized Tuning	Pushbutton Tuning	Continuous Tuning	Detente Tuning	Keyboard Tuning	Scan Tune	Digital Readout	L.E.D. Readout	Graphics Display	Automatic Polorization	Defeatable A.F.C.	Inversion	Single Downconversion	Dual Downconversion	Manual Tune	Preset	Stereo	Narrow-Wide Option	Ultra Sonic	Infra Red	Wired	Slave Unit
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	LNA'S, LNC'S, LNB'S								FEED SYSTEMS								
	120°	110°	100°	90°	85°	80°	75°	Less Than 75°	Prime Focal	Backfire	Cassegrain	Scaler	Dual Feed	Multiple Feed	Manual Polorization	Ferrite Polorizer	Pin Diode Circular
A. C. M. SATELLITE TV																	
ACTUATOR CONTROL TECHNOLOGY																	
ADVANCED CABLE, INC.																	
AMPLICA	●	●	●	●	●	●	●	●	●			●				●	
AN-TECK																	
ANDERSON SCIENTIFIC																	
ANDREW ANTENNA CO. LTD.									●		●	●	●	●			
ANDREWS ELECTRONICS CORP.	●		●						●								
ARC FINDER MFG., INC.																	
ARUNTA SATELLITE TELECOMMUNICATIONS									●								
ASTRA SYSTEMS, INC.																	
ATV RESEARCH INC																	
ATWOOD MOBILE PRODUCTS																	
AUTOMATION TECHNIQUES, INC.			●														
AVANTEK, INC.	●	●	●	●	●	●	●	●									
AVATAR ELECTRONICS INC.																	
AVCOM OF VIRGINIA INC.																	
AMERICAN MICROCOM SYSTEMS, INC.																	
BASIC SYSTEMS																	
BEDDINGFIELD, INC.									●								
BIRDVIEW SATELLITE COMMUNICATIONS, INC.			●						●								
BOMAN INDUSTRIES	●	●	●	●	●				●			●	●			●	
BURR ENGINEERING & DEVELOPMENT CO.																	
BANVIL LIMITED																	
CALIFORNIA AMPLIFIER INC.	●	●	●	●	●	●	●	●									
CARLTON INTERNATIONAL MFG. CORP.																	
CAYSON ELECTRONICS INC.																	
CENTAURI TOWER INC.																	
CHANNEL MASTER SATELLITE SYSTEMS	●		●	●		●			●			●					
CHAPARRAL COMMUNICATIONS									●			●	●		●	●	
CLAASEN ELECTRONICS																	
COLUMBIA SATELLITE SYSTEMS INC.														●			
COM-SAT SYSTEMS LTD.																	
COMTECH ANTENNA CORP.									●				●	●	●		
COMTECH DATA CORPORATION									●			●	●	●			
CONIFER CORP.	●		●		●				●			●					
CONTINENTAL SATELLITE SYSTEMS																	
CORNELL ENERGY SYSTEMS																	
CREST ELECTRONICS INC.																	
CRYSTAL TECHNOLOGY																	
CZ LABS INC.																	
D. H. SATELLITE									●								
DACURN ELECTRONICS AND CABLE CORP.																	
DIALCO ENTERPRISES																	
DRACO LABORATORIES INC.																	
DX COMMUNICATIONS, INC., SUB OF ITOH & CO. (AMERICA) INC.																	
DIAL ONE ANTENNAS BY FRANK																	
E. M. A. INDUSTRIES INC.																	
EARTH TERMINALS INC.																	
ELECTRONIC RAINBOW, INC.																	
ENI SYSTEMS																	
EXCALIBUR SATELLITE SYSTEMS INC.	●	●	●	●	●	●	●	●	●						●	●	●
FIBER TEC INDUSTRIES																	
FOCII ANTENNA SYSTEMS, INC.									●								
FOX DISTRIBUTORS LTD.																	
FRANCIS ENTERPRISES, INC.									●				●		●	●	
FULTON MANUFACTURING CORP.																	

ACTUATORS													MOUNTS					
				PROGRAMMABLE														
East-West Control	Limitor Switch	LED Count	LCD Count	Keyboard	Pushbutton	Detente	Remote Control	Graphics Display	AC Voltage	DC Voltage	Halleffect	Potentiometer	Aluminum	Steel	Azimuth Over Elevation	Polar	Motorization Option	Distributor
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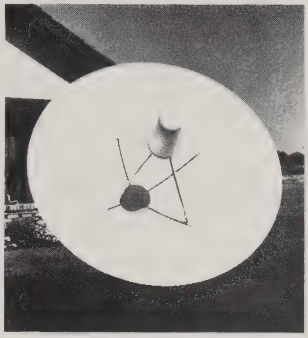
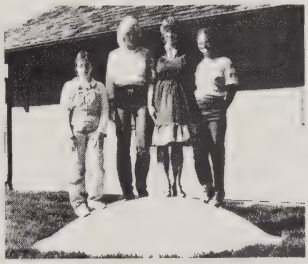
VSC **The New Generation 7½' *Deep Dish***



We Not Only Stand Behind Our 64 Lb. Dish, We Can Also Stand On It.



Precision die formed one piece aluminum construction assures a true parabola. The focal point of our 18'' Deep Dish is 28 1/8'', which makes it one of the lowest noise dishes on the market, performs as well as any 10' antenna in use. With a surface as smooth as glass, for maximum efficiency at a lower cost, less space and installation time (about 1 hour). Our polar mount comes complete with declination, azimuth, and elevation adjustments for easy satellite tracking, and comes complete with polar mount and polarotor brackets.

VSC CORPORATION
P.O. BOX 327
COLUMBUS, NEBRASKA 68601
[402] 563-3625

	TYPE OF PRODUCT								ANTENNAS									
									TYPES								SIZES	
	Complete TVRO Systems	Antennas	Receivers	LNA's, LNC's & LNB's	Feed Systems	Actuators	Mounts	Accessories	Fiberglass	Aluminum	Wire Mesh	Steel	Sectional	Single Piece	Folding	Spherical	4 Feet or Less	5-6 Feet
FUTURESAT, INC.		●							●				●					
GABRIEL ELECTRONICS INCORPORATED		●			●		●	●		●			●	●				
GALAXY ELECTRONICS		●								●							●	
GAMMA-F CORP.				●	●													
GENERAL INSTRUMENT/RF SYSTEM DIVISION	●	●	●		●	●	●	●		●		●	●	●				
GENSAT COMMUNICATIONS CORP./DIV. OF ELECTROHOME LTD.			●															
GHOST FIGHTERS INC.		●			●		●				●							
GILLASPIE COMMUNICATIONS INC.	●	●	●	●	●	●			●	●		●					●	●
GOULD INC., DEXCEL DIVISION			●	●				●										
HASTINGS ANTENNA CO.,INC.		●			●		●			●	●		●	●				
HAWKEYE SATELLITE SYSTEMS;DIV. OF MARK IV FIBERGLASS INC.	●	●			●		●		●				●	●				
HERO COMMUNICATIONS OF FLORIDA, INC.	●	●	●			●	●			●	●		●					
HOME VIEW MICROWAVE							●											
HOUSTON TRACKER SYSTEMS						●												
HYTEK AMPLIFIER, INC.				●	●													
ICM VIDEO	●		●					●										
INTERSAT CORPORATION	●	●	●	●		●	●	●	●									
J J T DISTRIBUTING								●										
JANEIL CORPORATION	●	●	●	●	●	●	●	●		●	●	●			●			
JIM PATTERSON ENTERPRISES		●					●		●									●
JO MIL ELECTRONICS		●							●		●							
KAUL-TRONICS, INC.		●					●	●	●				●	●				
KELGO INTERNATIONAL, LTD.	●	●							●									
KENRICH ELECTRONICS INC.			●			●												
KENT RESEARCH CORPORATION			●			●												
KOVTEK			●			●												
LAUX COMMUNICATIONS, INC.		●	●	●	●	●	●	●	●			●	●				●	●
LEWIS ELECTRONICS					●	●	●											
LINDSAY AMERICA		●						●		●	●		●	●				
LINDSAY SPECIALTY PRODUCTS LTD.		●								●	●		●	●				
LNR COMMUNICATIONS			●	●				●										
LOCATOR RVIII	●																	
LOWRANCE ELECTRONICS			●															
M/A-COM OMNI SPECTRA, INC.					●			●										
MA ELECTRONICS CANADA LIMITED				●														
MAGNATECH						●	●											
MAGNUM MICROWAVE CORPORATION				●														
MALM FIREPLACES INC.		●				●	●			●	●		●					
MANUMARK, INC.		●					●			●	●		●					
MARSHALL ELECTRONICS INC.			●					●										
MCCULLOUGH SATELLITE EQUIPMENT INC.	●	●	●	●	●	●	●	●			●			●		●		
MERRIMAC INDUSTRIES INC.			●					●										
METAL ENTERPRISES INC.							●											
METAL SPINNERS INC.		●								●		●		●			●	●
METALEX CORPORATION		●								●		●	●				●	
METRO SATELLITE SYSTEMS	●	●			●	●			●			●						
MICONA CORPORATION		●	●	●	●		●		●	●	●							
MICRO COMMUNICATIONS, INC.		●			●		●		●								●	
MICRO-LINK SYSTEMS, INC.	●	●				●	●		●									
MICRODYNE CORPORATION	●	●	●	●	●		●	●	●				●	●	●			
MICROGAIN CORPORATION		●					●			●	●		●					
MICROWAVE APPLICATIONS GROUP					●													
MICROWAVE CONSULTANTS & MANUFACTURERS			●			●		●										
MID-TEC COMMUNICATIONS, INC.		●				●	●			●				●				
MIJE CORP.																		
MIKE'S SATELLITE							●											
MIRALITE CORPORATION	●	●			●		●	●	●	●			●	●			●	●

ANTENNAS Cont'd							RECEIVERS																					
SIZES																					AUDIO SUBCARRIERS				REMOTE CONTROL			
7-8 Feet	9-10 Feet	11-12 Feet	13-15 Feet	16-20 Feet	Over 20 Feet	Optional Extension Panels	Synthesized Tuning	Pushbutton Tuning	Continuous Tuning	Detente Tuning	Keyboard Tuning	Scan Tune	Digital Readout	L.E.D. Readout	Graphics Display	Automatic Polorization	Defeatable A.F.C.	Inversion	Single Downconversion	Dual Downconversion	Manual Tune	Preset	Stereo	Narrow-Wide Option	Ultra Sonic	Infra Red	Wired	Slave Unit
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	LNA'S, LNC'S, LNB'S								FEED SYSTEMS								
	120°	110°	100°	90°	85°	80°	75°	Less Than 75°	Prime Focal	Backfire	Cassegrain	Scaler	Dual Feed	Multiple Feed	Manual Polorization	Ferrite Polorizer	Pin Diode Circular
FUTURESAT, INC.																	
GABRIEL ELECTRONICS INCORPORATED									●				●				
GALAXY ELECTRONICS																	
GAMMA-F CORP.					●				●			●					
GENERAL INSTRUMENT/RF SYSTEM DIVISION									●			●	●			●	●
GENSAT COMMUNICATIONS CORP./DIV. OF ELECTROHOME LTD.																	
GHOST FIGHTERS INC.									●								
GILLASPIE COMMUNICATIONS INC.	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●
GOULD INC., DEXCEL DIVISION	●	●	●	●	●												
HASTINGS ANTENNA CO.,INC.									●		●	●	●				
HAWKEYE SATELLITE SYSTEMS;DIV. OF MARK IV FIBERGLASS INC.									●								
HERO COMMUNICATIONS OF FLORIDA, INC.																	
HOME VIEW MICROWAVE																	
HOUSTON TRACKER SYSTEMS																	
HYTEK AMPLIFIER, INC.	●	●	●	●	●	●			●							●	
ICM VIDEO																	
INTERSAT CORPORATION				●	●	●	●	●									
J J T DISTRIBUTING																	
JANEIL CORPORATION	●	●	●	●	●	●	●		●								
JIM PATTERSON ENTERPRISES																	
JO MIL ELECTRONICS																	
KAUL-TRONICS, INC.																	
KELGO INTERNATIONAL, LTD.																	
KENRICH ELECTRONICS INC.																	
KENT RESEARCH CORPORATION																	
KOVTEK																	
LAUX COMMUNICATIONS, INC.	●	●	●	●	●				●			●					
LEWIS ELECTRONICS									●						●		
LINDSAY AMERICA																	
LINDSAY SPECIALTY PRODUCTS LTD.																	
LNR COMMUNICATIONS								●									
LOCATOR RVIII																	
LOWRANCE ELECTRONICS																	
M/A-COM OMNI SPECTRA, INC.									●	●		●					
MA ELECTRONICS CANADA LIMITED	●	●	●	●	●	●	●										
MAGNATECH																	
MAGNUM MICROWAVE CORPORATION	●	●	●	●	●	●	●	●									
MALM FIREPLACES INC.																	
MANUMARK, INC.																	
MARSHALL ELECTRONICS INC.																	
MCCULLOUGH SATELLITE EQUIPMENT INC.	●	●	●		●				●				●	●	●		
MERRIMAC INDUSTRIES INC.																	
METAL ENTERPRISES INC.																	
METAL SPINNERS INC.																	
METALEX CORPORATION																	
METRO SATELLITE SYSTEMS									●								
MICONA CORPORATION			●	●	●			●	●					●			
MICRO COMMUNICATIONS, INC.														●	●		
MICRO-LINK SYSTEMS, INC.																	
MICRODYNE CORPORATION		●	●		●	●			●				●	●	●		
MICROGAIN CORPORATION																	
MICROWAVE APPLICATIONS GROUP																●	
MICROWAVE CONSULTANTS & MANUFACTURERS																	
MID-TEC COMMUNICATIONS, INC.																	
MIJE CORP.																	
MIKE'S SATELLITE																	
MIRALITE CORPORATION									●				●	●			

ACTUATORS													MOUNTS					
				PROGRAMMABLE														
East-West Control	Limitor Switch	LED Count	LCD Count	Keyboard	Pushbutton	Detente	Remote Control	Graphics Display	AC Voltage	DC Voltage	Halleffect	Potentiometer	Aluminum	Steel	Azimuth Over Elevation	Polar	Motorization Option	Distributor
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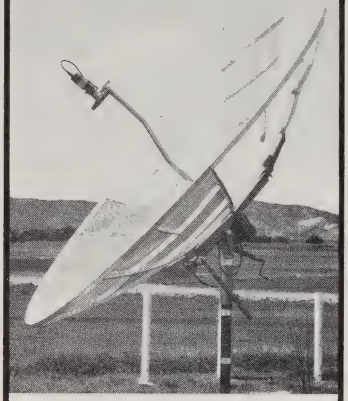
LIGHTWEIGHT, RUGGED...

Star Dish II™

ALUMINUM SATELLITE ANTENNA



- ☐ Installs easily in less than one hour.
- ☐ Provides outstanding performance at an economical price.
- ☐ Lightweight reflector design (only 90 lbs.).
- ☐ Precision gimbal movements.
- ☐ Accepts any motor drive.
- ☐ Modular construction offers the most structural rigidity in the industry.
- ☐ Open mesh design blends with surroundings.
- ☐ Stands up to adverse environmental conditions; low wind loading.
- ☐ Distributor inquiries welcome.

INSIDE CALIFORNIA:
800-538-8355
OUTSIDE CALIFORNIA:
800-448-8444

PILANT SYSTEMS

2415 Mariner Square Drive
Alameda, CA 94501

415-521-1219

	TYPE OF PRODUCT								ANTENNAS									
									TYPES								SIZES	
	Complete TVRO Systems	Antennas	Receivers	LNA's, LNC's & LNB's	Feed Systems	Actuators	Mounts	Accessories	Fiberglass	Aluminum	Wire Mesh	Steel	Sectional	Single Piece	Folding	Spherical	4 Feet or Less	5-6 Feet
MODULATION ASSOCIATES, INC.			●					●										
NATIONAL DISTRIBUTING CO.		●					●			●	●							
NATIONAL MICRO DYNAMICS INC		●									●							
NATIONAL MICROTECH, INC.		●									●							
NEC AMERICA/BROADCAST EQUIPMENT DIV.			●	●				●										
NEWTON ELECTRONICS, INC.								●										
NORTHWEST SATLABS			●					●										
OMEGA SATELLITE ANTENNA SYSTEMS		●								●		●						
OMEGA SYSTEMS, INC.		●											●					
OPEN SKY SATELLITE TELEVISION INC.						●	●											
PARACOM INTERNATIONAL		●									●	●	●					
PARADIGM MANUFACTURING INC.		●					●			●								
PARAMOUNT SATELLITE SYSTEMS, INC.		●							●	●	●			●				●
PAULLIN INDUSTRIES								●										
PENTEC-MTI			●			●		●										
PHENIX	●					●												
PINZONE COMMMUNICATIONS PRODUCTS, INC.			●															
PRECISION SATELLITE SYSTEMS	●	●			●			●	●					●		●		
PROFESSIONAL MANUFACTURERS INDUSTRIES, INC.	●	●			●		●		●				●	●			●	●
QUADRALITE INC		●					●							●			●	
QUARLES SATELLITE SYSTEMS INC.							●											
R. L. DRAKE COMPANY			●	●		●		●										
RALPH KOLB SONS CO. INC.					●		●											
RANGER ANTENNA MFG., INC.		●			●		●			●	●		●					
REGENCY ELECTRONICS INC.	●	●	●	●	●	●	●	●		●								
RICHMOND MFG. CO.							●											
RODGERS COMPANY							●	●										
ROSS ELECTRONICS INC	●	●	●	●		●	●			●	●							
RECREATIONAL SPORTS & IMPORTS, INC.						●												
S.R.C. INDUSTRIES		●			●		●			●								
SAT-TEC SALES INC.			●			●		●										
SATELLITE ANTENNA'S WEST		●				●	●					●	●					
SATELLITE GROUND COMPONENTS, INC.					●			●										
SATELLITE INTERNATIONAL INC.			●			●	●											
SATELLITE MASTER/WESLEY INDUSTRIES INC.						●	●											
SATELLITE RECEPTION SYSTEMS, INC.							●											
SATELLITE SALES & MFG. INC.		●			●		●		●									
SATELLITE SYSTEMS LTD./DIV. OF NUWEST VIDEO LTD.	●	●							●									
SATELLITE SYSTEMS SUPPLY CO.						●	●											
SATELLITE TECHNOLOGY SERVICES, INC. (STS)			●			●		●										
SCANMASTER COMMUNICATION SYSTEMS, INC.		●								●			●					
SCIENTIFIC-ATLANTA, INC.	●	●	●	●	●	●	●	●		●		●	●					
SEAVEY ENGINEERING ASSOCIATES, INC.		●			●				●	●				●			●	
SIGNAL SYSTEMS							●	●										
SKY TOUCH SYSTEMS			●			●	●	●										
SKYTRONICS		●	●						●									
SKYWALKER COMMUNICATIONS	●	●	●		●	●	●		●				●	●				
SOUTH RIVER METAL PRODS. CO., INC.							●											
SOUTHEAST SATELLITE DISTRIBUTORS, INC.		●					●		●									
SPACE PIONEER SATELLITE ANTENNA SYSTEMS		●							●									
SPACEAGE ELECTRONICS CORP.						●												
STAM MFG. CO.	●	●			●		●	●	●	●		●	●	●			●	
STANDARD COMMUNICATIONS CORP.	●	●	●	●	●		●	●	●									
STARDISH/PILANT MFG.		●								●								
STARFINDER						●												
STARTRAK SATELLITE SYSTEMS		●			●					●	●		●					
SUPERWINCH INC.						●												

ANTENNAS Cont'd							RECEIVERS																						
SIZES																							AUDIO SUBCARRIERS				REMOTE CONTROL			
7-8 Feet	9-10 Feet	11-12 Feet	13-15 Feet	16-20 Feet	Over 20 Feet	Optional Extension Panels	Synthesized Tuning	Pushbutton Tuning	Continuous Tuning	Detente Tuning	Keyboard Tuning	Scan Tune	Digital Readout	L.E.D. Readout	Graphics Display	Automatic Polorization	Defeatable A.F.C.	Inversion	Single Downconversion	Dual Downconversion	Manual Tune	Preset	Stereo	Narrow-Wide Option	Ultra Sonic	Infra Red	Wired	Slave Unit
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	LNA'S, LNC'S, LNB'S								FEED SYSTEMS								
	120°	110°	100°	90°	85°	80°	75°	Less Than 75°	Prime Focal	Backfire	Cassegrain	Scaler	Dual Feed	Multiple Feed	Manual Polorization	Ferrite Polorizer	Pin Diode Circular
MODULATION ASSOCIATES, INC.																	
NATIONAL DISTRIBUTING CO.																	
NATIONAL MICRO DYNAMICS INC																	
NATIONAL MICROTECH, INC.																	
NEC AMERICA/BROADCAST EQUIPMENT DIV.	●	●	●	●													
NEWTON ELECTRONICS, INC.																	
NORTHWEST SATLABS																	
OMEGA SATELLITE ANTENNA SYSTEMS																	
OMEGA SYSTEMS, INC.																	
OPEN SKY SATELLITE TELEVISION INC.																	
PARACOM INTERNATIONAL																	
PARADIGM MANUFACTURING INC.																	
PARAMOUNT SATELLITE SYSTEMS, INC.																	
PAULLIN INDUSTRIES																	
PENTEC-MTI																	
PHENIX																	
PINZONE COMMMUNICATIONS PRODUCTS, INC.																	
PRECISION SATELLITE SYSTEMS									●								
PROFESSIONAL MANUFACTURERS INDUSTRIES, INC.									●			●					
QUADRALITE INC																	
QUARLES SATELLITE SYSTEMS INC.																	
R. L. DRAKE COMPANY	●		●		●												
RALPH KOLB SONS CO. INC.									●								
RANGER ANTENNA MFG., INC.									●								
REGENCY ELECTRONICS INC.				●					●						●		
RICHMOND MFG. CO.																	
RODGERS COMPANY																	
ROSS ELECTRONICS INC	●	●	●	●	●	●	●	●									
RECREATIONAL SPORTS & IMPORTS, INC.																	
S.R.C. INDUSTRIES									●								
SAT-TEC SALES INC.																	
SATELLITE ANTENNA'S WEST																	
SATELLITE GROUND COMPONENTS, INC.																●	
SATELLITE INTERNATIONAL INC.																	
SATELLITE MASTER/WESLEY INDUSTRIES INC.																	
SATELLITE RECEPTION SYSTEMS, INC.																	
SATELLITE SALES & MFG. INC.									●								
SATELLITE SYSTEMS LTD./DIV. OF NUWEST VIDEO LTD.																	
SATELLITE SYSTEMS SUPPLY CO.																	
SATELLITE TECHNOLOGY SERVICES, INC. (STS)																	
SCANMASTER COMMUNICATION SYSTEMS, INC.																	
SCIENTIFIC-ATLANTA, INC.	●		●	●		●			●		●		●		●	●	
SEAVEY ENGINEERING ASSOCIATES, INC.									●	●	●	●	●	●	●	●	
SIGNAL SYSTEMS																	
SKY TOUCH SYSTEMS																	
SKYTRONICS																	
SKYWALKER COMMUNICATIONS									●			●	●				
SOUTH RIVER METAL PRODS. CO., INC.																	
SOUTHEAST SATELLITE DISTRIBUTORS, INC.																	
SPACE PIONEER SATELLITE ANTENNA SYSTEMS																	
SPACEAGE ELECTRONICS CORP.																	
STAM MFG. CO.									●								
STANDARD COMMUNICATIONS CORP.			●						●			●	●	●		●	
STARDISH/PILANT MFG.																	
STARFINDER																	
STARTRAK SATELLITE SYSTEMS									●		●		●				
SUPERWINCH INC.																	

ACTUATORS													MOUNTS					
				PROGRAMMABLE														
East-West Control	Limitor Switch	LED Count	LCD Count	Keyboard	Pushbutton	Detente	Remote Control	Graphics Display	AC Voltage	DC Voltage	Halleffect	Potentiometer	Aluminum	Steel	Azimuth Over Elevation	Polar	Motorization Option	Distributor
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	Complete TVRO Systems	Antennas	Receivers	LNA's, LNC's & LNB's	Feed Systems	Actuators	Mounts	Accessories	Fiberglass	Aluminum	Wire Mesh	Steel	Sectional	Single Piece	Folding	Spherical	4 Feet or Less	5-6 Feet
SURROUND SOUND, INC.								●										
SYMTEL SATELLITE TELEVISION SYSTEMS	●	●			●		●	●	●					●				●
SYNTRONIC INSTRUMENTS INC.				●														
SATCO USA		●							●					●				
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SATELLITE VIDEO SERVICES NH, INC.							●											
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T L SYSTEMS			●					●										
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TDF CORPORATION/HYTEK INTERNATIONAL			●			●												
TEKTRONIX, INC.								●										
TEL-VI INC.						●												
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TENNESSEE TRAILERS, INC.							●											
TRANSTAR COMMUNICATIONS		●	●						●	●	●		●					
TRANSTAR COMMUNICATIONS CORP.																		
THE SATELLITE GROUP, INC.	●																	
U.P. SATELLITE DISH CO.		●			●		●			●			●					
UNITED SATELLITE SYSTEMS	●	●	●	●	●	●	●	●	●									
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UNIVERSAL ELECTRONICS INC.								●										
UNIVERSAL SATELLITE ANTENNA MANUFACTURING		●			●		●		●				●	●			●	●
UNLIMITED FIBERGLASS, INC.		●							●								●	●
VIDARE MFG. INC.	●	●	●	●	●	●	●		●									
VIDEO SATELLITE CORPORATION		●	●	●	●		●			●				●				
VISUAL INNOVATIONS, INC.			●															
VISTA ELECTRONICS, INC.			●															
W S C ELECTRONICS MFG. CO., INC.		●			●	●	●			●	●							
WAWASEE ELECTRONICS CO.,INC.			●			●	●	●										
WESTECH ELECTRONICS		●	●		●	●	●	●	●	●	●						●	●
WESTERN SATELLITE ANTENNA MFG. INC.	●	●					●	●	●	●			●	●				
WILSON MICROWAVE SYSTEMS, INC.	●	●	●		●		●					●						
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SIZES																					AUDIO SUBCARRIERS				REMOTE CONTROL			
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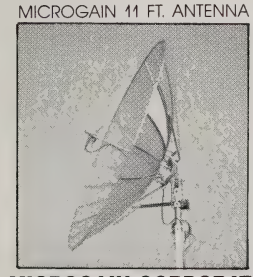
MICROGAIN 11 FT. ANTENNA



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- Mesh design is accomplished by using tough expanded aluminum
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- Four (4) stainless steel guy wires support feed for stability in windy areas
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- Comes standard with high performance ESR-40X Seavey Feed System (specially designed for deep curved reflectors)
- Optional Polyester Coatings offered in Green, Brown or Black

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- Polar assembly mounts on standard 3" pipe (3½ O.D.)
- Polar axle pivets on Heavy Duty Sintered Bronze Bearings for smooth movement and long trouble free life
- Hot dip galvinized for maximum weather protection
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  — no extra tubing, angle iron, or welding necessary —

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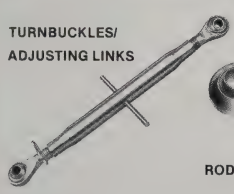

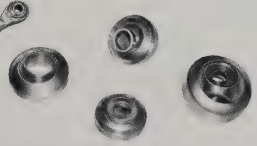

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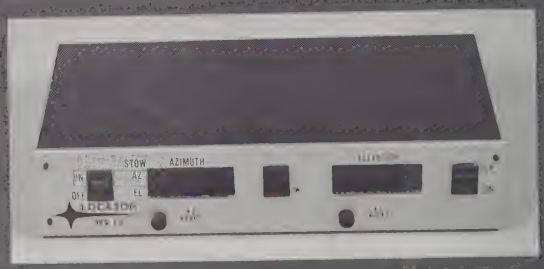

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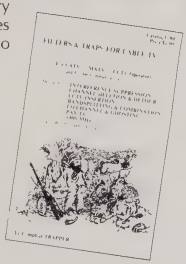

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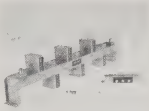

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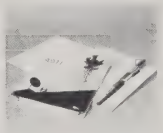

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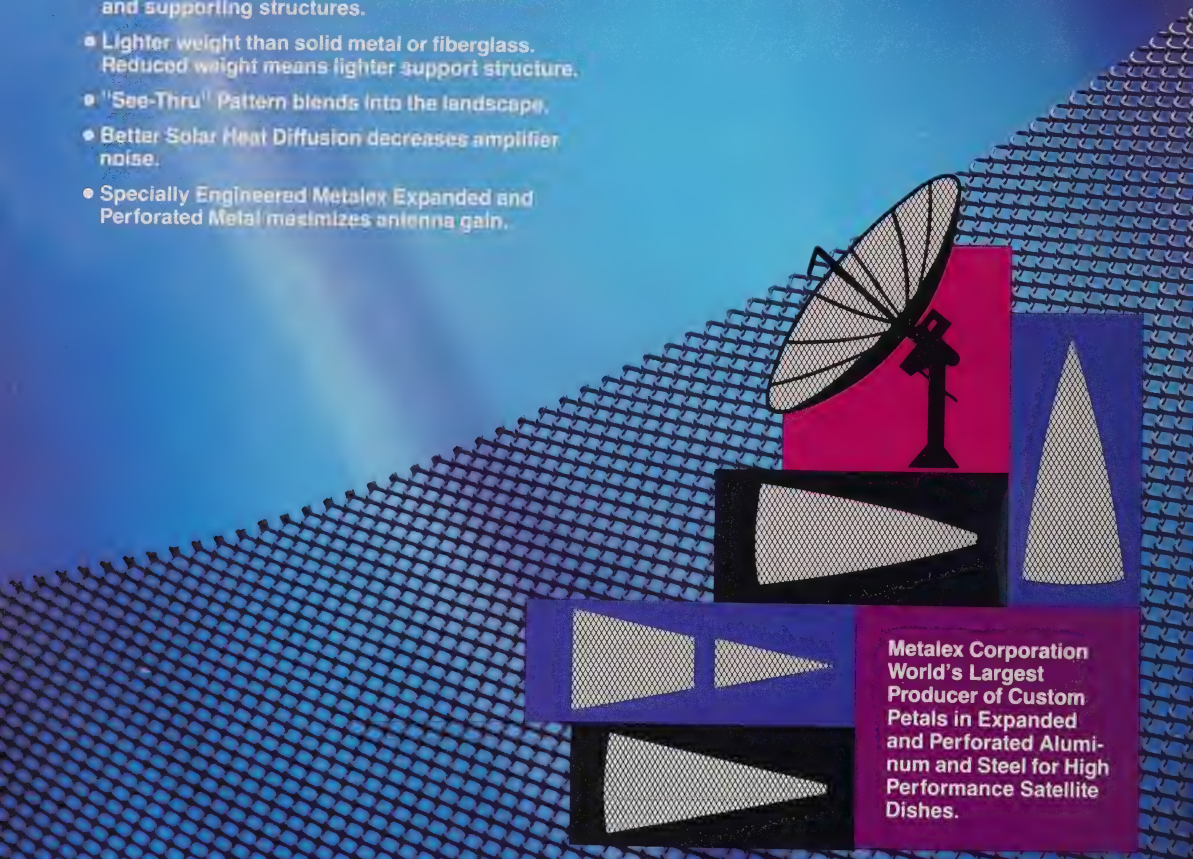

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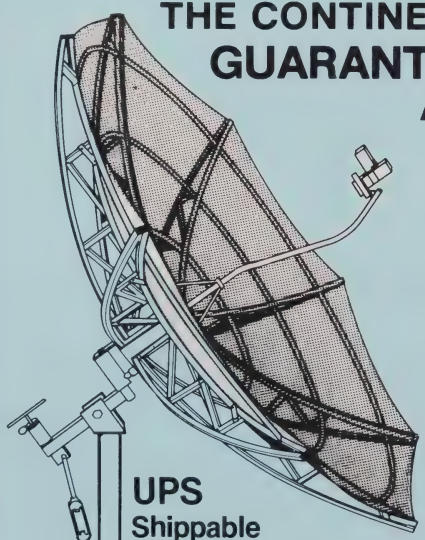

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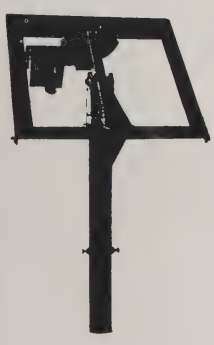

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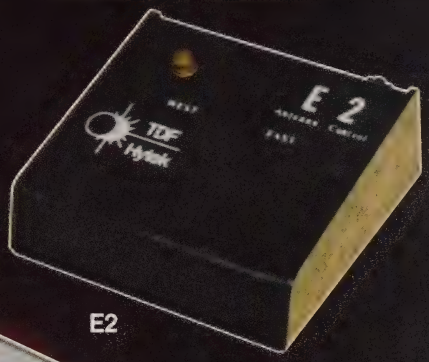

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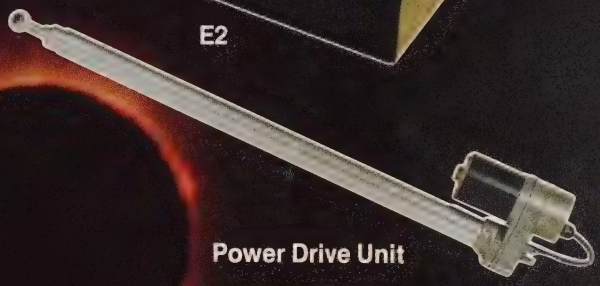

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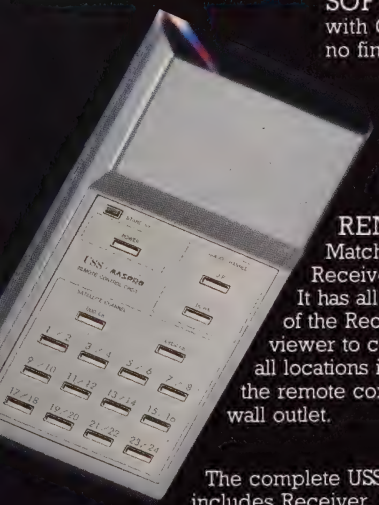

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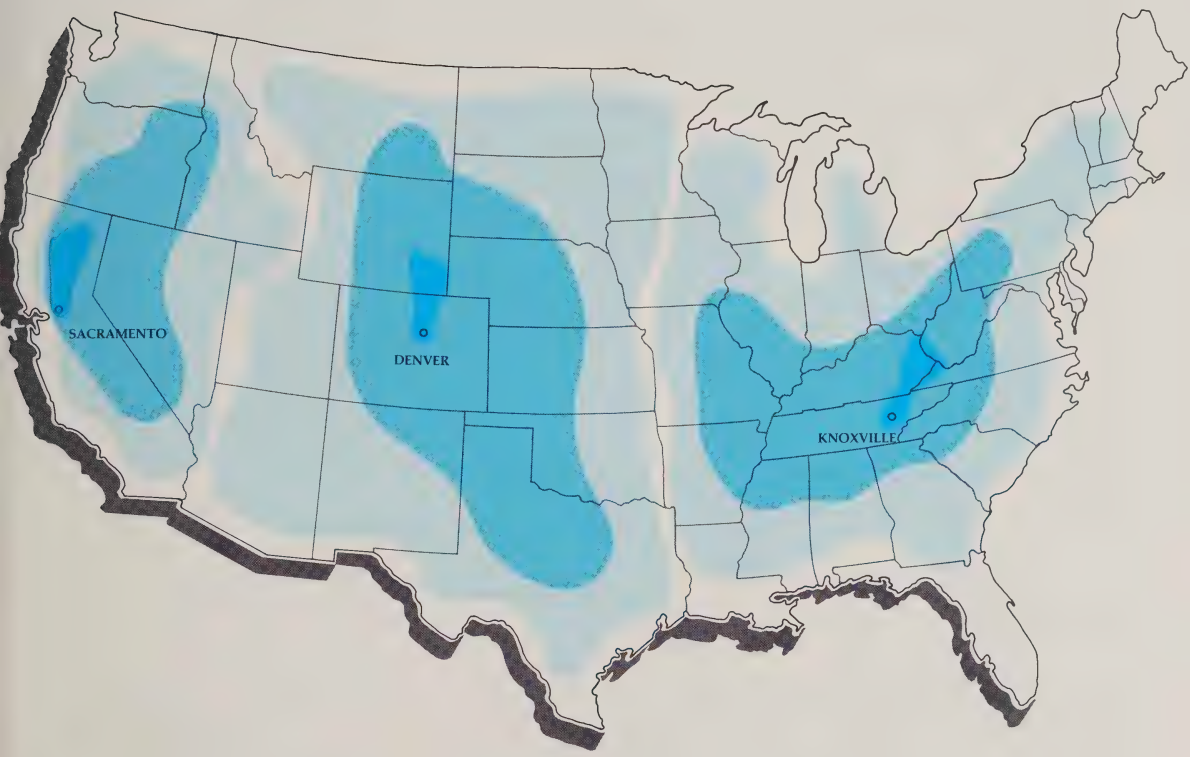

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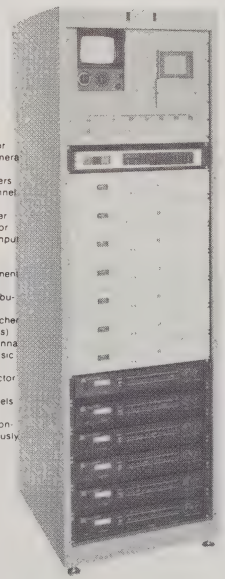

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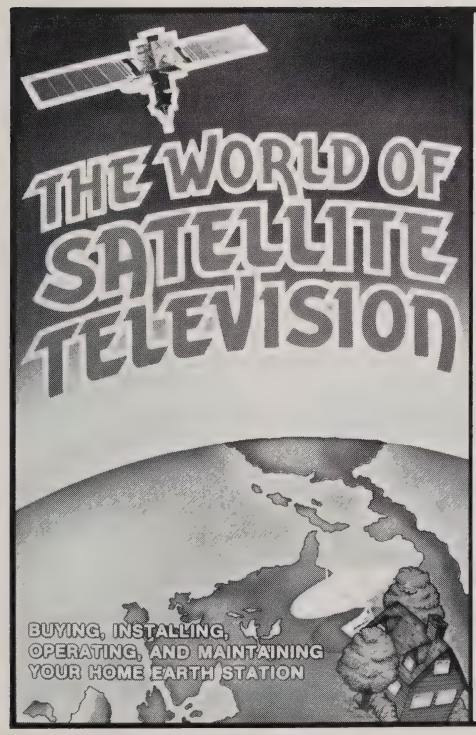

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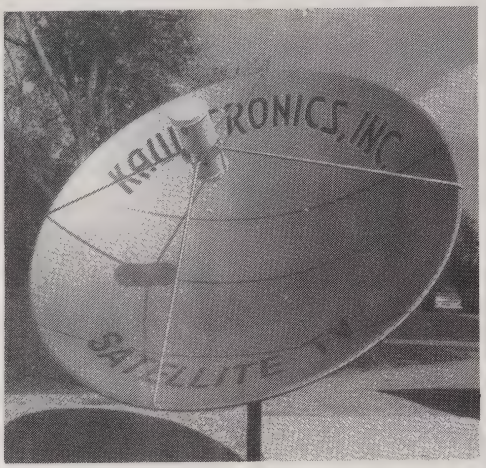

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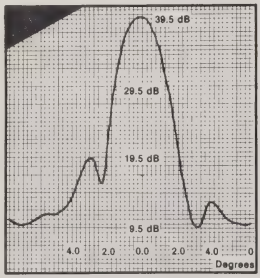

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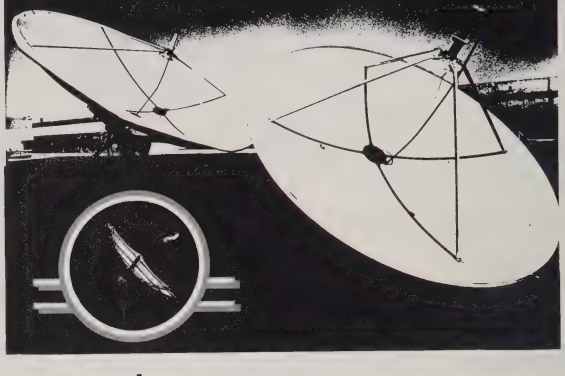

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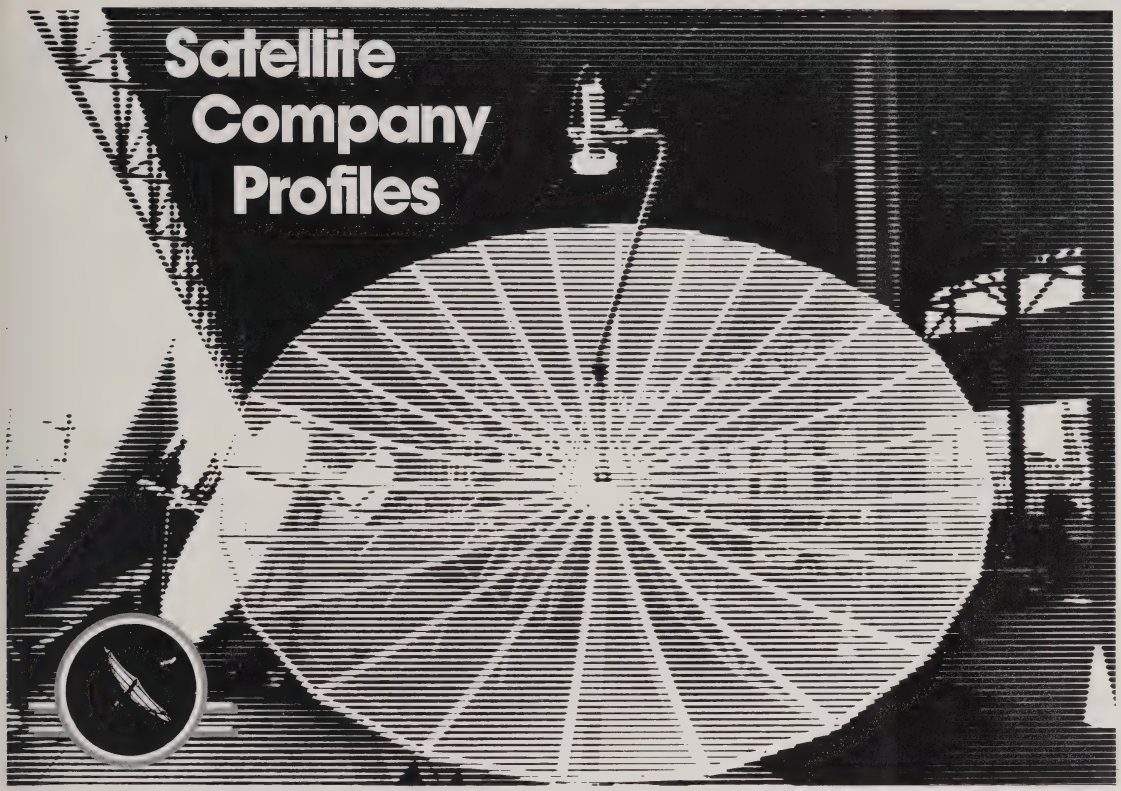

A. C. M. SATELLITE TV

2767 Mill Street
Ashland, KY 41101
(606) 325-4793

Year Established:	1967
Number of Employees:	50
Category:	Manufacturer Distributor
President	John A. Maynard
Sec./Treas.	Robert L. Hosey

With twenty years of manufacturing and fiberglass experience, A. C. M. Satellite TV Systems is a manufacturer of 6', 8', 10' and 13' fiberglass antennae, remote positioners and high-quality polar mounts. Complete systems are also furnished.

ACTUATOR CONTROL TECHNOLOGY

311-A Thomas Place
Ft. Worth, TX 76140
(817) 293-9208
(800) 722-8059 TX
(800) 433-2228 US

Year Established:	1982
Number of Employees:	25
Category:	Manufacturer
President	Robert Buffington
Vice President	Robert Baucom

A.C.T. manufactures a complete line of actuators and controls, from a simple power supply to state-of-the-art sophistication. Economy systems can be upgraded to infrared remote control. A.C.T. is a progressive T.V.R.O. company with a strong commitment to product research and development. All products are fully warranteed.

ADVANCED CABLE, INC.

3185 S. Highland Dr., Suite 2
Las Vegas, NV 89109
(702) 732-7742

Year Established:	1983
Number of Employees:	6
Category:	Manufacturer Distributor
President	Jeff Stouffer
Vice President	Guy Heath

ACI is a cable products specialty company, dealing with all aspects of the cabling, wiring, terminators, etc. needs of the satellite industry. We custom manufacture the ONLY UL LISTED ALL-NIONE cable in the industry. We also distribute a full line of coaxial and multiconductor cables, spade lugs and terminators, splices, A-B switches, connectors, etc. Additionally we custom manufacture LNA jumper cables, as well as F-connector-to-20 gauge wire adapters. In short, ACI distributes ALL cable and wiring supplies and equipment.

AEROWAVE

14015 Florence Unit D.
Aurora, CO 80010
(303) 363-9024

Year Established:	1979
Number of Employees:	6
Category:	Distributor Publisher
President	David Sullivan
Vice President	Bob Ducag
Office Manager	Marjorie Allison

ALLSAT, INC.

10974 W. 74th Terrace
Shawnee, KS 66203
(913) 268-5151

Year Established:	1981
Number of Employees:	15
Category:	Distributor
President	Robert A. Beach
Vice President	Juidth M. Mautz
National Sales Manager	Bruce A. Brock
Regional Sales Manager	Gary M. Meyer

Allsat, Inc. is a totally diversified independent wholesaler of Satellite System components and functions as a master distributor of quality products such as: Luxor Products - Allstar Receiver, Chaparral Polorotors - Avantek LNA, Kent Actuators - Magnum Products. In addition, Allsat stocks Prodelin Antennas

AMERICAN MICROCOM SYSTEMS, INC.

Rt. 2 Georgetown Road
Cambridge, OH 43725
(614) 439-7771
(800) 421-7131 National
(800) 421-3661 OH

Year Established:	1983
Number of Employees:	13
Category:	Distributor
President	Jay Casdorph
Vice President	Duane Richmond
Kentucky Branch Mgr.	Pat Casdorph
Controller	Steve Meisberger

American Microcom is a distributor of a wide range of quality satellite products. Representing manufacturers as Drake, California Amplifier, Wilson, Janeil, Astron, Chaparral and Warner Electric. Dish sizes range from 7 1/2' to 16' and can be matched to any number of electronics for complete systems.

AMERICAN SATELLITE CABLE CORP.
78 Halloween Blvd.
Stamford, CT 06902
(203) 323-7800
(800) 222-6728 CT
(800) 882-6728 New England

Year Established: 1979
Number of Employees: 50
Category: Distributor, Dealer

President Rick Perrone
Vice President Robert Weinberg
Marketing Manager Mike Hydeck
Sales Manager John Brubaker

Engineering, construction, installation and operation of private cable, SMATV, CATV, MATV and teleconferencing systems. Provide financing for hotel, motel, hospital and multi-unit dwelling private cable projects. Engineering and installation of CCTV, security and energy managment

AMPLICA
950 Lawrence Dr.
Newbury Park, CA 91320
(805) 498-9671

Year Established: 1975
Number of Employees: 480
Category: Manufacturer

President Bill Perigard
Vice President David Lee
Dir. Sales & Marktg. Asa Baird
Exec VP & Gen. Mgr. Bill Wilson
Mgr. Mrktg. Operation Doug Davis

Amplica manufacturers complete home satellite systems and components; also a major supplier of LNA's and other related products for the commercial TVRO industry.

AN-TECK
201 E. Hamilton Ave.
Campbell, CA 95008
(408) 378-3157

Number of Employees: 11
Category: Manufacturer, Distributor, Dealer

President James Harp
Vice President James Campbell
Marketing Manager Bill Duncan
Controller Thomas Hevey

An-Teck Manufactures six & eight foot spun aluminum antennas and distributing a number of high quality TVRO components. Our product line includes Wilson, Gillaspie, Avantek, and Chaparral Products as well as our own equipment.

ANDERSON SCIENTIFIC
PO Box 800
Black Hawk, SD 57718
(605) 787-4801

Year Established: 1961
Number of Employees: 25
Category: Manufacturer, Distributor

President Mark V. Anderson
Vice President Alan Anderson
Sales Manager Scott S. Triggs
Research Manager Keith Anderson

We manufacture the first low cost block down conversion receiver in the field. Our receiver can be used in low cost multiple TV use, such as several neighbors or trailer parks. The cost of the antenna feed horn, LNA and converter(s) can be shared by more than one viewer and the individual costs reduced.

ANDREW ANTENNA CO. LTD.
606 Beech St.
Whitby, Ontario, Canada L1N 5S2
(416) 668-3348

Year Established: 1953
Number of Employees: 225
Category: Manufacturer

President Hugh Swain
Vice President Dirk Dejong
Mrktg. & Sales Mgr. Alex MacKenzie

Manufacture ESA's ranging in size from 1.2 to 12M dia in 4, 4/6, 12, 12/14 GHz. Also special application ESA's as CATV units, tracking units, polar and transportable trailer units.

ANDREWS ELECTRONICS CORP.
439 Warwood Avenue
Wheeling, WV 26003
(304) 277-4600
(800) 852-5409 WV
(800) 624-6945 OH & PA

Year Established: 1966
Number of Employees: 17
Category: Manufacturer, Distributor

President David A. Killiany
Vice President Robert J. Grywalsky
Marketing Manager David Bringman

We are primarily a Drake Distributor, however we do offer a complete line of other types of products. We are focusing on Ohio, WV & Pennsylvania in an effort to provide good service to dealers. We manufacture a complete system called "Starbeam". The system is of excellent quality and has been designed by professional dealers to meet their needs in the market place.

ANRITSU AMERICA, INC.
128 Bauer Drive
Oakland, NJ 07436
(201) 337-1111

Year Established: 1980
Number of Employees: 22
Category: Distributor

President Eric Y. Nakagawa
Vice President Sam Hamano
Marketing V.P. W. Hino
Board Chairman I. Yamasaki

ANTENNA SERVICE CO., INC. - SATELLITE SYSTEMS, DIV.
P.O. Box 32402
Cleveland, OH 44132
(216) 486-3915

Year Established: 1978
Number of Employees: 9
Category: Distributor, Dealer

President Robert Schatz
Vice President Joseph Flanigan
Marketing Manager Debbie Roppel
Sales Manager David McClimans
Service Manager Daryl Lewis

Supplier of complete systems or the smallest part necessary to complete a system. We also design and install private cable systems and do teleconferencing.

ANTENNATRONICS, INC.
P.O. Box 63
Blue Point, NY 11715
(516) 289-8310

Year Established: 1972
Category: Distributor, Dealer

We sell complete T.V.R.O Systems and Accessories in the Satellite Field. From 6 foot to 12' Antenna Systems depending on foot print area. Not only do we install new systems, we also trouble shoot and repairs various T.U.R.O. Systems in our area.

APPLE SATELLITE
708 N. Valley, Suite G
Anaheim, CA 92801
(714) 778-5901

Year Established: 1982
Number of Employees: 6
Category: Distributor

President Dan Reynolds
Vice President Dana Reynolds
Marketing Manager Carol Reynolds

Distributor of antenna systems for RV's, mobile homes and condos.

ARC FINDER MFG., INC.
125 Kelley Drive
Rogers, AR 72756
(501) 631-2200

Category: Manufacturer

President Dale Nichols
Vice President Jim King

Manufacturer of controllers & actuators.

ARUNTA SATELLITE TELECOMMUNICATIONS
3111 E. Thomas Rd.
Phoenix, AZ 85016
(602) 956-7042

Year Established: 1976
Number of Employees: 60
Category: Manufacturer

President Edward Grotsky

Arunta manufactures a broad range of TVRO equipment in all price categories. Products include receivers, stereo processors, terrestrial interference and threshold extension fitters, parabolic delta gain antennas and programable actuators.

ASTRA SYSTEMS, INC.
Zero Herbert St.
Beacon, NY 12508
(914) 831-6435

Year Established: 1983
Number of Employees: 6
Category: Manufacturer, Distributor

President Hansford L. Bohanon

The revolutionary 6-foot Astra Dish, manufactured to the precise specifications of our patented parabolic curve design, coupled with the Polar Mount, designed for high stability, low cost and accurate tracking, results in the unbeatable Astra System with a picture quality that equals or surpasses nearly all 8 or 10-foot systems.

ATLANTIC SATELLITE SUPPLY
24 Lee Street
Annapolis, MD 21401
(202) 261-8843

Year Established: 1983
Number of Employees: 3

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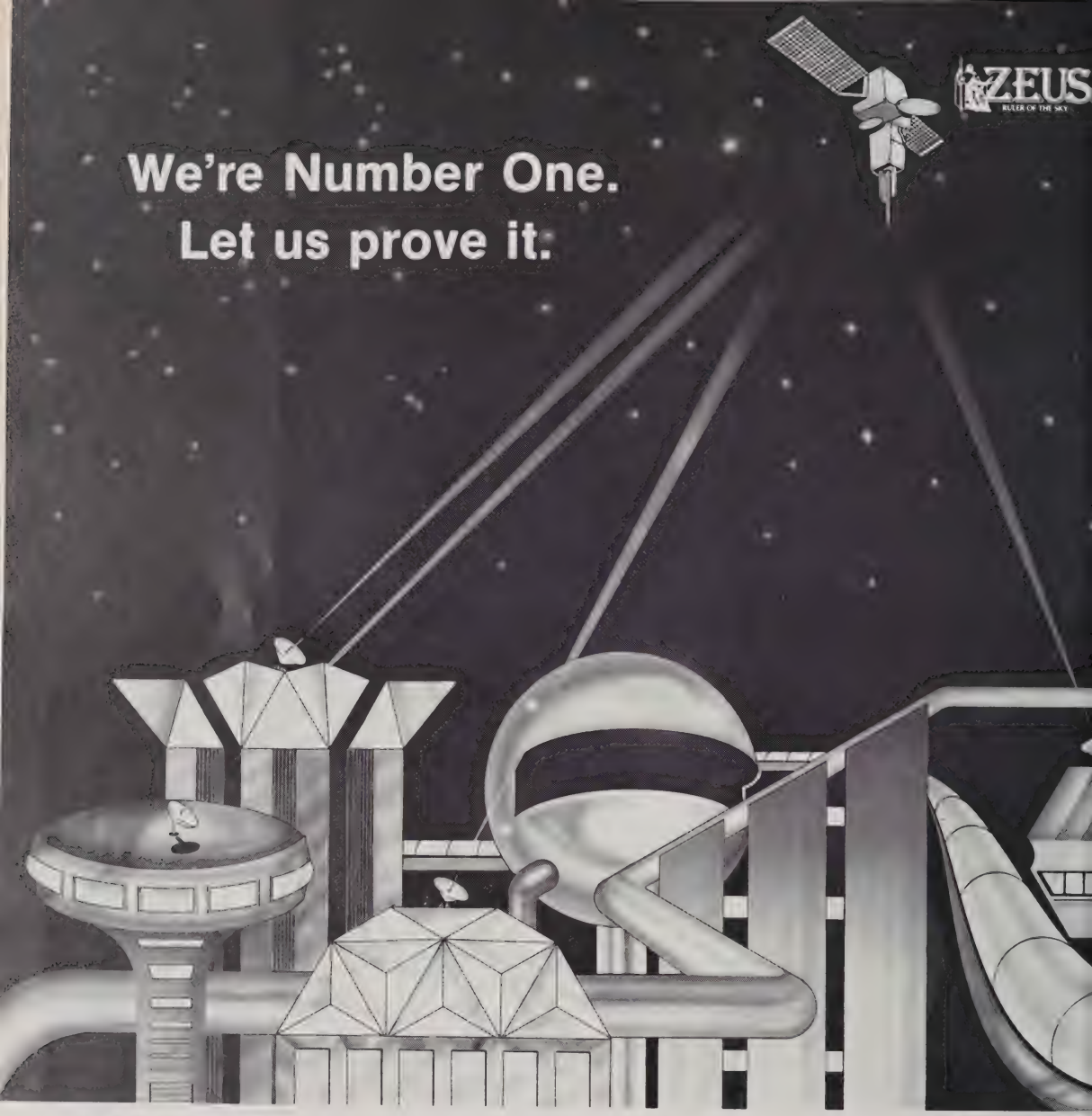

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Partner	Skip Davis
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Partner	Charles Bisland

Handle retail & wholesale, complete systems & components - Amplica, Automation Techniques, Luxor, Wilson & Ranger.

ATV RESEARCH INC
1301 Broadway
Dakota City, NE 68731
(402) 987-3771

Year Established:	1964
Number of Employees:	12
Category:	Manufacturer Distributor Dealer
President	M. H. Shadbolt
Vice President	O. C. Shadbolt

ATV Research audio/video to RF modulators for MATV & SMATV available for all channels thru low UHF including Midband & Superband. Outstanding features include high performance & reliability coupled with low cost (Sug. List $80.00). Sufficient output to drive most MATV systems directly without further amplification. (15-20DBMV Typical)

ATWOOD MOBILE PRODUCTS
4750 Hiawatha Dr.
Rockford, IL 61108
(815) 877-7461

Year Established:	1917
Number of Employees:	1500
Category:	Manufacturer
President	Robert B. Rosecrance
Vice President	Michael J. Delany
Marketing Manager	Jerry Redhage
Sales Manager	Carl Pfalzgraf

Atwood manufacturers a manual antenna positioning actuator for the TVRO industry. This engineered product features 18' sweep and an exclusive 'end-play eliminator bearing' for perfect positioning.

AUDIO VIDEO ASSOCIATES
Main Street
Sheffeild, MA 01257
(413) 229-8880

Year Established:	1979
Number of Employees:	4
Category:	Distributor Dealer
President	Irwin N. Broverman
Vice President	George Barberis

Audio Video Associates is a factory rep for Industrial Scien- tific's wire mesh dishes for Massachusetts, Western Connecticut, New Hampshire, Maine, and Vermont. The Northstar antenna was one of the early entries of wire mesh dishes, therefore, it has been field tested longer than most other manufacturers' units.

AUTOMATION TECHNIQUES, INC.
1550 N. 105 E. Ave.
Tulsa, OK 74116
(918) 836-2584

Year Established:	1978
Number of Employees:	300
Category:	Manufacturer
President	Ted Anderson
Vice President	Ed Covington
VP of Marketing	Frank Tackett
Secretary/Tres.	Helen Haggard
VP of Manufacturing	Richard Hannon
Service Manager	Gayle Towe

Automation Techniques, Inc. manufactures state-of-the-art satellite receivers and systems for home TVRO use. ATI also manufactures a line of receivers and accessories for commercial and cable use. At Automation Techniques, we make technology affordable.

AVANTEK, INC.
481 Cottonwood Dr.
Milpitas, CA 95035
(408) 946-3080

Year Established:	1966
Category:	Manufacturer
Marketing Manager	Mark Selinger
Sales Manager	Don Smith

Manufacturer of state-of-the-art LNA's, LNC's, LNB's, utilizing Avantek GaAs FET transistors. Noise temperatures available include a range from below 70 degrees K to 120 degrees K.

AVATAR ELECTRONICS INC.
416 S. 5th Ave.
Pocatello, ID 83201
(208) 234-0221

Year Established:	1983
Number of Employees:	5
Category:	Manufacturer
President	Paul Cleaver
Vice President	Russell Hyde
Marketing Manager	Jerry Borrowman
Sales Manager	Randy Brower
Engineering	Richard Williams

Full feature satellite receiver Model SR-401 - Infrared wireless remote control - Digital readout with quartz lock tuning - All electronic touch control operation - Uses LNC for easy hook-up

AVCOM OF VIRGINIA INC.
500 Research Road
Richmond, VA 23236
(804) 794-2500
(800) 446-2500

Year Established:	1975
Category:	Manufacturer Distributor
President	R. Andrew Hatfield
Vice President	Gilbert Olsen
Sales Manager	Linda Abshire
Sales Manager	Jennifer Hardwicke

Avcom manufacturers a comprehensive line of high performance, high quality satellite receivers. Included are models engineered for communications, private, SMATV and institutional use. Avcom manufactures power dividers, DC power blocks, isolators, cable assemblies, connectors, modulators and other components necessary for installation. AVCOM stocks antennas, LNA's and most other system components.

AVITEL INTERNATIONAL, INC.
1100 15th Street, North
Great Falls, MT 59401
(406) 761-3283
(800) 322-9934 MT
(800) 548-9950 Out of State

Year Established:	1980
Number of Employees:	100
Category:	Distributor
President	Robert W. Pingree
Vice President	Dan Reno
Marketing Manager	Chuck Uhl
Sales Manager	Pat Cantrell
Vice President	Bill Pingree

Avitel Satellite Television Systems Represent state-of-the-science pre- packaged systems including antennas, receivers, remote controls, actuators, Feed systems, LNA/LNC, mounts and accessories.

BANVIL LIMITED
775 Main Street East
Milton, Ontario, Canada L9T 3Z3
(416) 878-8181

Year Established:	1974
Number of Employees:	50
Category:	Distributor
President	Al G. Bahnman
Sales Manager	Keith Salisbury
TVRO Product Mgr.	Brian C. Dinsdale
Customer Service	Bill J. Haist

Dynasat(TM), a division of Banvil Ltd., is a master distributor of satellite earth station components manufactured by M/A Com, Luxor, Gensat, Lowrance, Chaparral and Dynasat(TM). Dynasat is a complete packager of systems providing complete sales and technical service support to the dealer.

BASIC SYSTEMS
1919 South 129 East Avenue
Tulsa, OK 74108
(918) 437-7066

Year Established:	1981
Number of Employees:	25
Category:	Manufacturer
President	Jim Moon
Vice President	Rosie Moon
Sales Manager	Karen Moon

Basic Systems presently manufactures four models of antenna positioning systems and one infrared remote controlled combination receiver/ positioner.

BEDDINGFIELD, INC.
910 Church Street
Huntsville, AL 35801
(205) 539-4513

Year Established:	1979
Number of Employees:	38
Category:	Manufacturer Distributor
President	Tim S. Beddingfield
Vice President	Tom Elkins
Marketing Manager	Mike Young
Sales Manager	Dave Bevis

Full line distributors of residential and commercial TVRO equipment. Manufacturers of digital and programmable antenna positioners, polarmounts, fiberglass dishes, feed systems, and receivers. The Beddingfield Antenna Positioners are available in the economy east-west Starfinder (TM) 721 Retrofit and in the Space Traker Actuator models with either digital or pro- grammable control heads.

BIRDVIEW SATELLITE COMMUNICATIONS
908 West Chestnut, P.O. Box 963
Chanute, KS 66720
(316) 431-0400
(800) 453-5400
(800) 662-2500 UT
(800) 627-2000 Outside U.S.

Year Established:	1981
Category:	Manufacturer
Pres/Chief Exec Off	Charles A. Ross
Executive VP	Robert E. Owens
VP of Marketing	Bob W. Summerville
Gen Sales Mgr	Stan Ross
VP of Finance	David K. Hamilton
VP of Engineering	Steven L. Phillips
VP of Manufacturing	Steven M. Small
VP of Intl Purchasing	Roger L. Mason
VP of Administration	Edward H. Hackerott

Totally matched, complete home satellite TV system with multiple-receiver capability which allows full channel selection at each TV set in the home from one antenna. Receiver features stereo/audio reception, synthesized tuning and infrared hand-held remote control. Optional antenna drive is unique in the industry with gear drive and is an integral part of the mount.

BOMAN INDUSTRIES

9300 Hall Rd.
Downey, CA 90241
(213) 869-4041
(800) 421-2533

Number of Employees:	200
Category:	Manufacturer Distributor
President	Robert Maniaci
Vice President	Doug Adams
Marketing Manager	Bill Beavers
Sales Manager	Jeff Contini

Boman Industries, a leader in the TVRO field, supplies, complete satellite systems and individual components (i.e. LNA's, Receivers, Actuators, & Feeds) on both dealer and distributor levels. Boman Industries assures the security and proven creadability you want from a TVRO manufacturer.

BR SATELLITE COMMUNICATION

216-11 Kingsbury Avenue
Bayside, NY 11364
(212) 479-6900
(800) 424-2010

Year Established:	1983
Number of Employees:	8
Category:	Distributor
President	Ben Rose
Vice President	Leon Rose
Shipping Director	James Geer

BR Satellite is a master distributor for: MTI, ECI antennas, earth terminals, Luxor, Arunta, SAT-TEC, USS Maspro, Norsat LNA, California amplifier, Chaparral, Seavey Engineering, Newton Electronics, Satellite ground components, coax seal and earth station accessories. Ask about our exclusive 1 year dealer warranty program!

BRANTEC CABLE

P. O. Box 20592
San Diego, CA 92120
(619) 277-6444

Year Established:	1982
Number of Employees:	5
Gen. Manager	Greg Williams
Operations Manager	Mattie Beavers
Marketing Manager	Bill Gooch
Installation Manager	Ron Kothman

We provide the professional services of a licensed California contractor for all types of video television systems. We are the exclusive San Diego County MDS contractor. We install specific equipment geared to the customers needs, wants and price range. We contract for both residential & commercial 24 hr. service/emergency repair.

BROOKS ELECTRONICS

575 Milltown
North Brunswick, NJ 08902
(201) 828-5335
(800) 221-2491

Category:	Distributor
President	Fuller J. Brooks III
Vice President	Ali Ardehali
Marketing Manager	Louis J. Caiola
Sales Manager	William Lynch

Brooks experienced Engineering staff are specialists in the system design of uplink and downlink for multi-services such as video telephone and data transmission. Brooks also supplies top quality extensively pre-tested and field proven TVRO components. The Marketing Division provides comprehensive training for dealers in the use and marketing of these equipment.

BURR ENGINEERING & DEVELOPMENT CO.

730 E. Michigan Ave.
Battle Creek, MI 49016
(616) 965-2371

Year Established:	1953
Number of Employees:	150
Category:	Manufacturer
President	Jack Budrow
Vice President	N. Barker
Marketing Manager	Mike Walters
Sales Manager	C. W. 'Mac' McCarter
Sales Engineer	Ed Phillips
Sales Engineer	Dan Budrow

SAT-TROL 1 Actuator Control System MINI-TROL Actuator Control System

BURULL COMMUNICATIONS

2042 Spring Road
Stoughton, WI 53589
(608) 873-4903

Year Established:	1980
Number of Employees:	10
Category:	Distributor Dealer Publisher
President	J. Robert Burull
Vice President	Jeanne R. Burull
Marketing Manager	Marjie Hvam
Dir. of Technology	Steve Schur
Dir. of Installations	Donald Benson

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Duff-Norton® earth station antenna actuators help zero-in signals and reduce service costs.
Adjustable limit switch significantly reduces service needs for entire antenna. 36 VDC motor standard. 115 VAC motor optional. Rated load to 1000 pounds. Strokes to 52 inches. Speeds to 15 in/min. Standard Hall-effect sensor or optional potentiometer for electronic interface.

For more information, write: Duff-Norton Company, P.O. Box 32605, Charlotte, NC 28232.
Or call (704) 588-0300.

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Duff-Norton

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There's more to National Microtech than the industry's most complete quality product line. Unlike many companies in new, high-tech fields which are here today and gone tomorrow, National Microtech is solidly positioned to continue to be the leader in the field.

National Microtech's Apollo™ line of systems carries the industry's strongest limited warranty—a full three years. And our National Repair Center provides quick, competent service for any piece of home TVRO equipment ever made. "ARTS," National Microtech's Apollo™ Representative Training School, provides training for Apollo™ Representatives to more effectively serve their customers.

Look to the future of home entertainment, as an Apollo™ Representative or component buyer and ride with the solid wave . . . National Microtech.

Apollo™ Representative opportunities are still available in some areas. Call us today for your free Apollo™ Representative Pack.

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C A L E COMMUNICATIONS
693 Henderson Drive
Regina, Sask., Canada S4N 6A8
(306) 949-9181

Year Established:	1982
Number of Employees:	11
Category:	Distributor
President	E. A. (Evan) Sherris
Vice President	Dwayne Cameron

CALE Communications is a full line, full service distribution corporation with a team of full line television and service people.

CABLE PRODUCT NEWS
P.O. Box 2772
Palm Springs, CA 92263
(619) 323-2000

Year Established:	1982
Number of Employees:	18
Category:	Publisher
Editor-Publisher	Steve Tolin
Vice President	Jeff Dubin
Associate Publisher	John Stone
General Manager	Carolyn Patten
Advertising Manager	Jim Bender
Production Manager	Cindy Boyer

Cable Product News contains editorial on new products and services for the cable television marketplace. The editorial content covers new product releases and other features of interest to this market. Areas covered include amplifiers, installation services, construction, contractors, hardware, safety equiptment, pedestals, consultants, earth station systems, MDA equiptment, program producers, test equiptment, tools, free catalogs and literature.

CADCO, INC.
2706 National Circle
Garland, TX 75041
(214) 271-3651

Year Established:	1968
Number of Employees:	80
Category:	Manufacturer
President	W. T. Barnhart
Vice President	Jeanette Magee
V.P. Marketing	Carl Fors
Dist. Sales Mgr.	Bill Smith

Manufacturer of signal processors, modulators, headend combiners, channel converters, emergency warning system, off-air antennas, prepackaged headends & specialized headend processing equipment for private cable, SMATV, MATV & CATV.

CAE SATELLITE SYSTEMS
995 Mansell Road
Roswell, GA 30076
(404) 587-5055
(800) 441-3030

Year Established:	1982
Number of Employees:	8
Category:	Distributor
Sales Manager	John McGill

Distributor of California Amplifier, Starfinder, Odom, Boman, KLM, Drake, etc.

CALIFORNIA AMPLIFIER
3481 Old Conejo Rd.
Newbury Park, CA 91320
(805) 499-8535

Year Established:	1981
Number of Employees:	200
Category:	Manufacturer
President	Jacob Inbar
V.P. Marketing	Roger Toft
TVRO Sales Manager	Sharon Schmalzried

California Amplifier manfuacturers low noise amplifiers (LNA's) for satellite television. We also manufacture 2 & 4 way power dividers, with and without isolation, DC Blocks, Isolators, terminators, and 20db line amplifiers.

CARLTON INTERNATIONAL MFG. CORP.
1509 Central Park Drive
Hurst, TX 76053
(817) 284-5144
(800) 255-9311

Year Established:	1976
Number of Employees:	25
Category:	Manufacturer Distributor
President	Carlton R. Williamson Sr.
Vice President	Carlton R. Williamson Jr.
Sales Manager	Tom Hilsenhoff

CAROLINA SATELLITE SYSTEMS, INC.
1400 E. Woodlawn Rd.
Charlotte, NC 28209
(704) 525-0919

Year Established:	1979
Number of Employees:	7
Category:	Distributor Dealer Publisher
President	Gregg T. Florence
Vice President	R. L. Patterson
Operations	Bob Rainone
Technician	Mark Mattox

We offer complete home TVRO systems and are set up to handle complete SMATV operations and are also set up with the major premium networks for licensing. We also have a complete R & D for any type of downlink application, both SMATV and Videoconferencing. We also publish a monthly issue for our customers called 'Videolink.'

CAYSON ELECTRONICS
R3 Box 160
Fulton, MA 38843
(601) 862-213
(800) 892-4916

Year Established:	1979
Number of Employees:	75
Category:	Manufacturer Distributor
President	Royce Cayson
Vice President	Gerald Cayson
Marketing Manager	Hugh Holcomb

Fiberglass dish mfg. 8ft. 10ft. 4pc section, 43 inches and 36 inches focal distance 10ft and 27 3/4 one piece 8ft dish. Several types, mounts including. Also marketing all types Elec. for Satellite industry.

CENTAURI TOWER INC.
P.O. Box 855
Sioux Falls, SD 57101
(605) 332-3514

Year Established:	1969
Category:	Manufacturer
President	Paul Betzing Jr.
Vice President	Paul Betzing Sr.
Marketing Manager	Troy S. Welch

Centauri design cuts installation and alignment time while providing maximum stability and unexceiled tracking capabilities. Spacer kit provided allows one model to be used with the 10 foot Prodelin and the 11 foot Intersat dishes. Can be used with manual or remote control motorized actuator.

CENTRAL SATELLITE PROMOTIONS
P.O. Box 3908
Edmond, OK 73083
(405) 340-9506

Year Established:	1982
Number of Employees:	4
President	Mark Splawn
Vice President	Karen Splawn
Marketing Manager	Jim Pourtakan
Sales Manager	Robert Martin

We carry an inventory of specialty items on hand with different types of satellite dishes mounts feeds and the Satcom birds. These items are priced & listed in our catalog along with pricing for personalized items and quantity prices.

CHANNEL 2001 COMMUNICATIONS
1101 Homer Street
Vancouver, BC, Canada V6B 2Y1
(604) 682-2001
(800) 663-0333

Year Established:	1983
Number of Employees:	5
President	J. R. Alvaro
Vice President	Alfred Drovin
Marketing Manager	W. E. 'Bill' Tobin
Sales Manager	Noel S. Baker
Senior Technologist	Ron Lichtenwald

Channel 2001 is the exclusive Canadian importer of the Astron AR 110 Satellite Reciever, The Drimatics DRS-200 and DRS-300 receivers. We provide full service to all receivers sold by us. We also carry a full line of LOC fiberglass antennae - dishes that give superb picture quality when combined with our receivers. We sell and install TVRO and SMATV of any size all over the province of BC.

CHANNEL GUIDE
300 E. Hampden, Suite 340
Englewood, CO 80110
(303) 761-7930
(800) 654-3006

Year Established:	1980
Number of Employees:	15
Category:	Publisher
President	Lloyd Covens
Vice President	Jim Sund
Managing Editor	John Gunn
Promotion Director	Leslie Howard

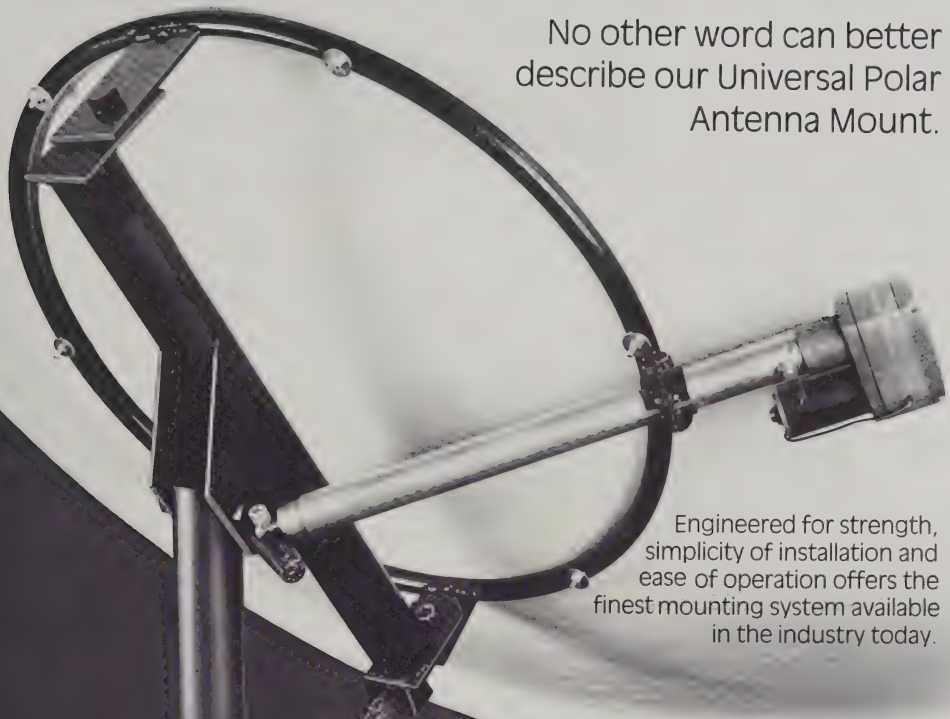
Channel Guide is a weekly newsmagazine containing programming and news and feature stories for TVRO owners. The annual Whole Earth Station Catalog lists manufacturers, distributors, dealers, associations and publications in the satellite telecommunications industry. Galaxy Guide is a monthly programming guide for SMATV that also contains general information and updates.

CHANNEL MASTER SATELLITE SYSTEMS
Ellenville, NY 12428
(914) 647-5000

Year Established:	1949
Category:	Manufacturer
President	Richard Deutsch
Vice President	Don Berg
Sales Manager	Clarence Goebel

INDESTRUCTIBLE!

No other word can better describe our Universal Polar Antenna Mount.



Engineered for strength, simplicity of installation and ease of operation offers the finest mounting system available in the industry today.

Consider these features for your next installation!

. . . Simple and rapid installation (requires only 6 bolts and 15 minutes for single piece aluminum, steel or fiberglass antennas).

. . Unique bearing system allows for smooth, non-binding tracking movement with minimum pressure required.

. . . Connector arm design locates the actuator under the dish and in a MOTOR UP position for protection against the elements (moisture runs off the actuator rather than collecting in the motor and tube) and is designed to protect the actuator against bending or damage.

. . . Light weight but rugged to simplify shipping and handling.

. . . Competitively priced and available in quantity.

. . . Also available for PRODELIN 10' sectional dish.

Distributor & OEM inquiries invited.

AARDVARK
Satellite Inc.

3025 South 3600 West
West Valley, Utah 84119

Call: Dave Rickard
(801) 972-9512

16 installation models in 3 antenna sizes. 8 demonstration models. Choice of 4 LNA. All stainless steel hardware and polar mount. Two different receivers to choose from, optional motor drive.

CHANNEL ONE, INC.
79 Massasoit Street
Waltham, MA 02154
(617) 899-1025

Year Established: 1979
Number of Employees: 15

President Fred Hopengarten
Vice President Norman Priebatsch
Marketing Manager Bruce Neslaw
Installation Technician Marc Gordon

Channel One manufactures a retrofit motorization of the Microdyne 5 meter dish. Controlling both azimuth and elevation, the system uses Hall effect sensors. It is remarkably less expensive than Microdyne's own system, andd can be installed without a crane, by the user. An instruction manual with dozens of photographs included. Perfect for broadcasters and teleconference sites.

CHAPARRAL COMMUNICATIONS
2360 Bering Dr.
San Jose, CA 95131
(408) 262-2536

Year Established: 1980
Number of Employees: 50
Category: Manufacturer

President Robert Taggart
Marketing Manager Joel Leipzig
Director of Research Taylor Howard

Chaparral Communications is the world's largest manufacturer of TVRO feedhorns. Our product line includes the Polarotor (TM) (a feedhorn and polarization device), Dual Feed, Super Feed, and the Twister (TM) (a solid-state rotator). The majority of satellite receivers made today offer a built-in Polarotor control. Chaparral's other products include Ku and S-band feeds.

CLAASEN ELECTRONICS
308 North Main
Fremont, NB 68025
(402) 721-5141

Year Established: 1950
Number of Employees: 12
Category: Manufacturer

President Donald C. Claasen
Vice Pres./Sales Mgr. Stephen D. Claasen
Marketing Manager Don Starr Jr.
Chief Engineer Herman Hosch

Test equip D C 2000 allows full evaluation of problems in a TVRO by installer even if user has no technical knowledge. DC 6 & DC 10 disguise antennas beautifully to the eye. These powerful TVRO antennae will give you years of enjoyment and your neighbor will never know.

CNI SATELLITE SYSTEMS
P.O. Box 621
Leesburg, VA 22075
(703) 777-6960

Year Established: 1980
Number of Employees: 15
Category: Distributor

President Williams J. Chewning
Vice President Michael A. Ostwind
Marketing Manager Warren C. Kelley
Sales Manager Jay G. Smith

CNI Satellite Systems, Inc. distributes a complete line of home and commercial satellite receiving systems, carrying state of the art technology at reasonable prices. CNI also maintains a large in-stock inventory of all products offered.

COLUMBIA SATELLITE SYSTEMS INC.
10517 S.E. Knight
Portland, OR 97266
(503) 774-8459

Year Established: 1983
Number of Employees: 15
Category: Manufacturer
Distributor

President Larry Lauinger
Vice President John Cermak
Marketing Manager Lanny McCubbin

COM-SAT SYSTEMS LTD.
2795 Pembiora Hwy.
Winnipeg, Manitoba, Canada R3T 2H5
(204) 261-3321

Year Established: 1982
Category: Manufacturer

President Chris Nelson
Operations Manager Sheldon Nelson

Com-Sat is a manufacturer of satellite antenna positioning devices. Our actuator systems exemplify quality and reliability by design. Com-Sat trackers are known for their simplicity of operation and reliable performance through-out our harsh Canadian winters.

COMMERCIAL DISTRIBUTORS
8 Somerset Street
Portland, ME 04101
(207) 775-5644
(800) 343-8408 NE

Year Established: 1983
Number of Employees: 64
Category: Distributor

President Herbert S. Holmes
Marketing Manager John P. Holmes Jr.

We are state of Maine distributor for Conifer T.V. R.O. and S.M.A.T.V. systems and components. We can provide components and custom-designed systems, as well as technical support and on-site demonstrations.

COMMUNICATIONS PROTECTION GROUP OF NORTH AMERICA
7215 W. 80th Street
Overland Park, KS 66204
(913) 381-5556
(800) 255-0407

Year Established: 1983
Number of Employees: 4

President Jack R. Stone
Vice President C. Stephen Boyd
Ofice Administrator Linda Zurn
Director F. M. 'Marty' Dubowy

C.P.G.N.A. was formed to provide three year Extended Service Contracts on complete satellite systems. The company also designs, administers and underwrites Limited Warranties on a custom basis for Assemblers/ Distributors of private lable T.V.R.O. Systems. C.P.G.N.A.'s contract was improved December of 1983 by adding exciting new dealer benefits including marketing assistance.

COMTECH ANTENNA CORP.
3100 Communications Rd.
St. Cloud, FL 32769
(305) 892-6111

Year Established: 1976
Number of Employees: 35
Category: Manufacturer

Vice President Glenn Higgins
Marketing Manager Tom Christy

Manufactures complete line of earth station antennas. Sizes include 3.0, 3.8, 5.0 and 7.3 meter. The 3.8 and 5.0 meter is available in trasportable versions. El/AZ, Polar and Automated Polar mounts are available. The Automated Polar mounts include complete control units.

COMTECH DATA CORPORATION
350 North Hayden Road
Scottsdale, AZ 85257
(602) 949-1155

Year Established: 1977
Number of Employees: 190
Category: Manufacturer

President Milton L. Deever
Vice President Allen R. Scharf
Marketing Manager Robert L. Miller
Sales Manager Jeannine S. Hillier

Satellite video receivers, modulators, antennas, complete earth stations. Complete SCPC networks including uplink and receive only terminals. High speed data modems.

CONIFER CORP.
1400 N. Roosevelt
Burlington, IA 52601
(319) 752-3607

Year Established: 1975
Number of Employees: 100
Category: Manufacturer

Marketing Manager George Jones

Model DE-2001 is a complete 12' motorized system. (Dish, motor drive, feedhorn, LNA,cable, receiver modulator)

CONSUMER SATELLITE SYSTEMS
112 Shadowlawn Drive
Noblesville, IN 46060
(317) 845-4400

Year Established: 1981
Number of Employees: 10
Category: Distributor

President Mike Schroeder
Sales Manager Mike Griffith
Sales Robin Mace
Receiveables Lisa Reynolds

CONTINENTAL SATELLITE SYSTEMS
11485 S.E. Hwy. 212
Clackamas, OR 97015
(503) 656-2774
(800) 331-2774

Number of Employees: 80
Category: Manufacturer

President Dan Berge
Marketing Manager Charlie Reynolds
Controller Andre Martin
Public Relations Sheila Lynch
Production Supervisor Ken Pietila
Shipping Manager Mark Hayes

Continental manufactures a complete range of lightweight, rugged, aluminum antennas, and distributes compatable electronics to meet the needs of customers world wide. Continental's 8 foot through 24 foot antennas were designed with integral strength and lightweight durability as primary criteria to be achieved through its pioneering use of scissors truss design. Its use of expanded mesh gives the Silverline low wind resistance and permits it to harmonize with any environment.

Soaring Above The Rest

HAWKEYE

Mark IV Ind. Inc. Div. Mark Twain Marine Ind. Inc.
15445 Metcalf Ave. Stanley, Ks. 66223 913/681-8250

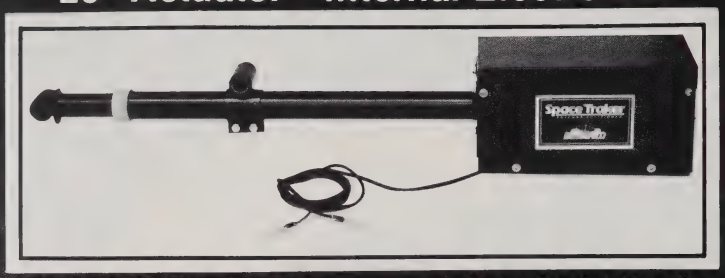
The One To Grow With

ALL NEW

Space Traker

ANTENNA POSITIONER

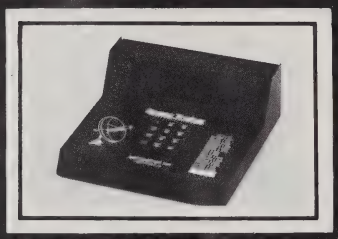
20" Actuator - Internal Electronics



- Double Roller Thrust bearings
- 87 inch pounds torque
- Cam Counter (36 pulse per inch)
- Sleeve Bearing Mounting
- 54 R.P.M.
- Pre-wired Mercury Limits

— CHOICE OF —

PROGRAMMABLE CONTROL OR E-W DIGITAL CONTROL

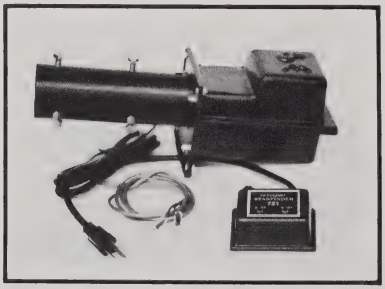


- Non-Volatile Memory
- Program Out Undesirable Loc.
- Low Voltage
- 3-Digit Display

- Battery Back-up Memory In Event Of Power Outage
- Low Voltage

ECONOMY RETRO-FIT POWER LIFT KIT

Throw away the jack handle and add the retro-fit motor kit. Just as simple as that. Plugs into wall-outlet.



- 110 VAC Motor
- Raintight Housing
- 87 inch pounds torque
- Pre-wired mercury limit switches
- E-W Switch included

VISIT OUR BOOTHS 702-704 AT NSOC-VEGAS '84

BEDDINGFIELD
MANUFACTURES AND DISTRIBUTORS

910 CHURCH ST.
HUNTSVILLE, AL. 35801

(205) 539-4513

CORNELL ENERGY SYSTEMS
10020 Brecksville Rd.
Brecksville, OH 44141
(216) 526-9333
(800) 255-3535

Year Established: 1975
Number of Employees: 60
Category: Distributor

President William A. Cornell
Vice President Jack C. Cornell
Marketing Manager Albert J. Mendel

Master stocking Distributor with two Eastern Warehouses & Sales Offices for Hastings, Paraclipse & Odom antennas. We also handle a complete line of complimentary electronics which are supplied to dealers with the above antennas as systems or separately. Prompt shipping from either our Northern Ohio warehouse or our warehouse in up-state New York serving the Northeastern U.S. & Canada.

COX ENTERPRISES
Route 4 Box 280
Rockwood, TN 37854
(615) 354-3471

Year Established: 1981
Number of Employees: 4
Category: Distributor

President Tom E. Cox
Vice President Charles Mead
Sales Manager Pat Cotter

We are Manufacturer Representatives for Wilson Microwave Systems in Las Vegas, NV. We also are distributors for California LNA's and Draco aimer dish positioners.

CREST ELECTRONICS INC.
4921 Exposition Boulevard
Los Angeles, CA 90016
(213) 731-1105

Year Established: 1974
Category: Manufacturer

President Hope Borows
Marketing Manager Irv Rossman
Sales Manager Dale Rossman

CRYSTAL TECHNOLOGY
1035 E. Meadow Circle
Palo Alto, CA 94303
(415) 856-7911

Year Established: 1969
Number of Employees: 150
Category: Manufacturer

President Walter Nelson
Vice President Albert Comparini
Sales Manager Tom Lewis

CTI manufacturers SAW filters for satellite receivers and down converters. There popular solid-state devices require no tuning, are cost effective, and provide superior out-of-band signal rejection. CTI offers receiver manufacturers a broad selection of filters at 70MHz as well as other frequencies from 30 to 1100GHz.

CUSTOM TV ENTERTAINMENT SYSTEMS, INC.
6413 Bull Hill Road
Prince George, VA 23875
(804) 733-5424

Year Established: 1979
Number of Employees: 8
Category: Dealer

President Wayne Metz
Vice President Brenda Metz
Technical Rep. John Wilson

Sell, install and service customized Satellite TV receive systems in both commercial and private environments both in the US and overseas. Provide mobile teleconferencing downlinking services via mobile configurations. Offer TVRO systems to receive Russian satellites with with eastern-european and Cuban programing for schools, new organizations, etc. Service Mid-Atlantic area.

CZ LABS INC.
55 Railroad Ave.
Garnerville, NY 10923
(914) 947-1554

Year Established: 1959
Category: Manufacturer

President Harry Zipkin
Vice President Steven Zipkin
Sales Manager Hank Lawrence

Mfg. of Coaxial Cable, Multi Conductor Cable, Satellite Total Control Cable, Connectors, Type 'N', Type 'F', Adapters, Etc. Accessories, splitters, switches matching transformers etc.

D. H. SATELLITE
600 N. Marquette
Prairie du Chien, WI 53821
(608) 326-6705

Year Established: 1966
Number of Employees: 35
Category: Manufacturer
Distributor

President Franklin Weeks
Vice President Michael Doll
Marketing Manager Karen Lange
Sales Manager Randy Weeks

We manufacture in excess of 3000 antennas per month. The antenna is produced in 3 sizes 7'-7", 8'-0", 9'0", in either steel or aluminum with a choice of three focal lengths depending on F/D ratio desired. In addition we manufacture mounts. Feed assembly's, and several different types of power drives. We also distribute a complete line of electronics.

D.B.S. SATELLITE TELEVISION
P.O. Box 26A05
Los Angeles, CA 90026
(805) 652-0255
(800) 327-0046
(800) 327-2345 CA

Year Established: 1983
Number of Employees: 9
Category: Distributor

Marketing Manager David Sheldon

D.B.S. Satellite Television is the Direct Buyer's Service for satellite systems, components and accessories. Specializing in direct sales to the public, D.B.S. offers the largest variety of inventory available to the public.

DABURN ELECTRONICS AND CABLE CORP.
70 Oak St.
Norwood, NJ 07648
(201) 768-5400

Year Established: 1964
Category: Manufacturer

President Howard Danzigon
Sales Manager Randy Hibschman

Daburn manufactures a complete line of wire and cable for the satellite industry including coaxial cable and multi-conductor tubing, shrink tubing, wing ties and hardware are also available. Daburn ships most orders within 48 hours.

DAGOSTINO ELECTRONICS
1022 W. Warrington Ave.
Pittsburgh, PA 15226
(412) 381-0755

Year Established: 1973
Number of Employees: 22

President Robert Dagostino
Vice President Richard Bauman
Marketing Manager Phillip Krux
Sales Manager Bruce Clagg

Dagostino Electronics provides complete installation services ranging from setting antennas, cable rural services, phone poles set, aerial cabling, complex multiple unit installs & in house cabling.

DELSTAR SYSTEMS INC.
7800 Bissonnet, Suite 200
Houston, TX 77074
(713) 776-0542

Year Established: 1980
Number of Employees: 4
Category: Distributor

President Bill Tatroe
Vice President Raymond Kraemer
Office Staff Ellen Tatroe
Warehouse Manager Mark Kraemer

Distributor of DH, ADM and Odom antennas, SAT-DEC, Astron, Arunta, Drake and Luxor receivers, Avantek LNA's Houston Tracker antenna positioners full line receiver accessories and services.

DELTA SATELLITE CORPORATION
One Echo Plaza
Cedarburg, WI 53012
(414) 375-1000
(800) 558-5582 National
(800) 242-2290 - WI

Year Established: 1963
Category: Distributor

President Jerry Dubiel
Vice President Gus (Sandy) Wirth
Sales Manager Mike Hansen

National distributor of home and commercial TVRO products. Print and distribute 52 page catalog on TVRO products. Custom designing of commercial head end system and multi-family installations.

DIAL ONE ANTENNAS BY FRANK
2059 Palos Verdes Drive North
Lomita, CA 90717
(213) 539-3900

Year Established: 1970
Number of Employees: 11
Category: Dealer

President Frank C. Accardo
Vice President Gary Accardo

T.V. Antenna Service, fifteen years in Los Angeles area. MATV-SMATV- Commercial-Teleconferencing. Exclusive design, 3.7m TVRO assembly. Roof or ground mount. Portable or fixed. Capable of 20 installations in one week.

DIALCO ENTERPRISES
North Highway 5, Rt. 2 Box 127
Camdenton, MO 65020

sigmacom systems inc.

1st. time offered in Canada

A full-performance, affordable receiver, manufactured by the R.L. DRAKE COMPANY & distributed in Canada by Sigmacom Systems Inc.

ESR-224

The ESR-224 offers basic satellite receiver functions in an attractive, low profile enclosure, easy detent front panel tuning, variable audio sub-carrier, scan and antenna-feed polarization.

The integral polarization switching circuitry is directly compatible with the Polarotor™ (1). No external control box is required.

Sigmacom are one of Canada's largest TVRO distributors.

If you're ready to compete in this exciting market Sigmacom are ready to help.

DEALER INQUIRIES INVITED

sigmacom systems inc.

111 Industrial Dr.
Whitby, Ont. Canada L1N 5Z9
(416) 666-1661

(314) 346-5630
(800) 325-0665 out of state

Year Established:	1975
Number of Employees:	45
Category:	Manufacturer Distributor
President	Carlos O. Dial
Vice President	David A. Dial
Marketing Manager	Karla J. Neusche
Sales Manager	Joyce E. Dial

Manufacturer of quality polar mounts for all types and sizes of antennas, including 'custom mounts' for large companies. Manufacturer of actuators designed exclusively for the satellite antenna application, hand crank or motor adaptable. Distributor of fiberglass and wire mesh antennas.

DONLEY INTERNATIONAL, INC.

5702 D West 34th Street
Houston, TX 77092
(713) 956-2984

Year Established:	1982
Number of Employees:	5
Category:	Distributor
President	Bill Simonite Wally Briscoe J. D. Thomas

Donley International primarily serves the SMATV and Cable TV markets along with limited lines in the home satellite field-typically high-end products that are field-proven. Our commercial lines include: DX receivers; Jerrold/General Instrument; Triple Crown; CADCO; Eagle; LRC; Comm/Scope; MACOM; Blonder-Tounge; Miralite; Conifer; and other established products.

DOWN TO EARTH HOME SATELLITE SYSTEMS

927 Amoroso Place
Venice, CA 90291
(213) 827-8033

Year Established:	1983
Number of Employees:	4
Category:	Dealer
President	Steve Schulman

DOWNLINK TELEVISION

6722 Cielito Way
San Jose, CA 95119
(408) 281-8764

Year Established:	1983
Number of Employees:	2
Category:	Dealer
President	Philip Doersam Jr.

We sell and install complete TVRO systems components, and accessories. For the best prices available, give us a call. 'We will beat anyone's prices in the bay area.'

DRACO LABORATORIES

1005 Washington St.
Grafton, WI 53024
(414) 377-0770

Year Established:	1972
Number of Employees:	47
Category:	Manufacturer
President	Paul Cherry
Vice President	James Hannas
Marketing Manager	Steve Caron
Sales Manager	Robert Hahn

Draco is a manufacturing and engineering company involved in Microprossor controled devices. Draco manufactures its own acuator as well as the electronic control. Light erruptors are used instead of Halleffect to eliminate any problem caused by lightning or other interference.

DX COMMUNICATIONS, INC., SUB OF ITOH & CO. (AMERICA) INC.

116 Midland Avenue
Port Chester, NY 10573
(914) 939-8880

Year Established:	1983
Number of Employees:	20 in
Category:	Manufacturer
President	Hiro Sugiyama
Vice President	Aki Yuasa
Marketing Manager	Koki Matsumoto
Sales Manager	Harry Hayashi

4 Ghz & Ghz Satellite Receiving Equipments.

DYMA ENGINEERING, INC.

P. O. Box 1535
Los Lunas, NM 87031
(505) 865-6700

Year Established:	1963
Number of Employees:	7
Category:	Distributor Dealer
President	Carroll G. Cunningham
Vice President	Wiley R. Cunningham
Sales Rep	Pat Cating
Sales Rep	Nancy Ross

DYMA is a systems supplier for the broadcast industry. We sell high end and medium end satellite earth stations and all necessary accesories. DYMA can also design as well as supply satellite systems per each customers requirements.

E R E SALES

P.O. Box 2131
Plant City, FL 34289
(813) 737-1384

Year Established:	1971
Number of Employees:	3
Category:	Distributor

Commercial grade fiberglass dishes for home installations 3, 3.3 or 4 meter sizes. Zinc coated reflector surfaces sealed against weathering. Lazer-tuned masters, §/- .015 inches. Long focal length with f/d ratio .52. Beam width 1.1 degrees. Single piece or three piece sections. Separate H/D polar mounts.

E. M. A. INDUSTRIES INC.

2900 S. Highland, Bldg. 19-A
Las Vegas, NV 89109
(702) 732-3288

Year Established:	1980
Number of Employees:	28
Category:	Manufacturer
President	Jerry Lysinger

State of the art Accu-Tracer (TM) 'E' & 'EE' P from circuitry. Non-volatile memory chip holds memory I.D. years without need of battery backup. Full 14 character alpha-numeric read outs. Programmable limits that hold!! 80 Programmable Positions. Photo cell sensor that does not fade in ambient lightning situations nor vary in wide temperature flucuations.

E.T. CAROLINA INC.

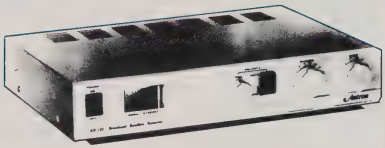
804A Montague Avenue
Greenwood, SC 29646
(803) 223-4140

SATELLITE
ASSOCIATES LIMITED

Wholesale distributors of major brand TVRO antennas and electronics.

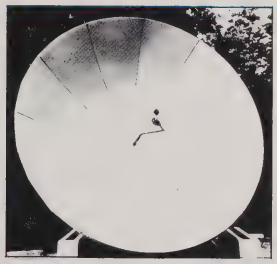
Popular Economy Package

Saturn IV 10'
Attractive textured finish
Rugged galvanized polar mount
Tested, proven in Canada
Two year guarantee

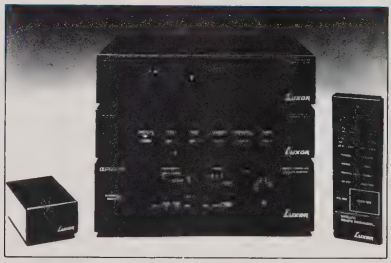


Astron AR110
Simple and reliable operation
Practical and efficient
Quality picture at a
popular price.

Popular Full-Remote Package



Scan Master 10' Aluminium
Attractive green-mist finish
Rugged pre-assembled mount
Deep dish construction
Two year guarantee



Luxor 9550 & 9534
Infra-red remote receiver & drive

Popular Mix & Match Receivers

Locom BR220
Multiple receiver system

Drake ESR-324*
Proven reliability
* not exactly as shown

Call for latest products and pricing!
Serving Canadian Dealers Coast to Coast
Full Service Department for all our Dealers
Prepaid freight on selected packages & Electronics

(416) 475-3444
Telex 06-986766 Tor.
Markham (Toronto)
Ontario, Canada

Year Established:	1983
Number of Employees:	8
Category:	Distributor Dealer
President	R. S. Tolbert Jr.
Vice President	Jane K. Koening
Marketing Manager	George H. Koenig III
Sales Manager	George H. Koenig IV

Distributor for S.C. for the Quaralite 4' dish, Hytec LNA's Alos manufacturing dishes, mount, frontend mounts trailers, and advertising aids. Operate wholesale and retail sales. Will ship small orders COD. Large order on approval shipped COD.

EARTH TERMINAL TV, LTD.
155 Bemis Road, RFD 12
Manchester, NH 03102
(603) 625-6659

Year Established:	1983
Number of Employees:	5
Category:	Distributor
President	Michael R. Mountford
Vice President	Edward T. McPhee Jr.
Marketing Manager	Luis A. Gallop
Purchasing Agent	Margaret Mountford
Engineering Manager	Joel Chappel

Full service private and commercial earth terminal distributor. Primary lines are General Instruments, Paraclipse, Dexcel, Automation Techniques, Skywalker and Houston Satellite Systems. Deliveries throughout northern New England. Competitive prices and conscientious service.

EARTH TERMINALS INC.
One Microwave Plaza
Cincinnati, OH 45242
(513) 489-6200

Year Established:	1980
Category:	Manufacturer
President	James L. Jaeger
Sales Manager	William L. Gaible

Smooth easy operation and uncompromising picture quality are the key features found in the Earth Terminals Satellite Receiver. It provides drift-free channel selection, accurate high resolution video, remote control, signal strength (dB) and center tuning (MHz) meters, convenient sound selection and clean multi receiver installations with its dual conversion downconverter.

EARTHCOM SATELLITE ANTENNA CO.
4 G St.
San Rafael, CA 94901
(415) 454-1243

Year Established:	1981
Number of Employees:	6
Category:	Manufacturer Distributor

Earthcom is a qualified maintenance and installation service co. We sell wholesale to qualified active retail companies engaged in related electronic entertainment and communication product sales. We offer an inhouse and field TVRO seminar training program to all our dealers and provide complete product line information and support material.

EASTERN SHORE SATELLITE SYSTEMS
Rt. 2 Box 226, US Rt. 13, 1 Mile South
Pocomoke City, MD 21851
(301) 957-2448

Year Established:	1982
Number of Employees:	4
Category:	Dealer
President	Michael D. Conger
Vice President	J. Peter Smolinski III
Marketing Manager	C. Snap
Sales Manager	Michael N. Peter

Earth station consulting, engineering, sales, installation, servicing; downlink teleconferencing; home SAT/UHF/VHF/FM distribution systems for the Eastern Shore region of Delaware, Maryland and Virginia.

ECHOSPHERE CORP.
2250 S. Raritan Bldg. A
Englewood, CO 80110
(303) 935-1909
(800) 521-9282

Year Established:	1980
Category:	Distributor
President	Charles W. Ergen
Vice President	Candy McAdam Ergen
Sales Manager	Dave Thomas
Sales	Scott Zimmer
Sales	Mark Forest
Sales	Tom Ortolf

ELECTRONIC RAINBOW
6254 La Pas Trail
Indianapolis, IN 46268
(317) 291-7262
(800) 428-3500

Year Established:	1978
Number of Employees:	18
Category:	Manufacturer
President	Ron Ross
Marketing Manager	Paul Luiner

Total modular construction - first of its kind. When on job, a plug in module can easily be replaced so no down time. Excellent picture, low end cost.

ENI SYSTEMS
P.O. Box 77872
Los Angeles, CA 90007
(213) 746-3246

Year Established:	1983
Number of Employees:	3
Category:	Manufacturer Dealer
President	John Eni
Sales Manager	Lester Larry

Buy factory direct heavy duty single polar mount and save. Digital readout retrofit, fits most available jack. State of the art electronic memory interrupter prevent jack over extension and eliminate customer problems. Three kinds to choose from at a reasonable price

EXCALIBUR SATELLITE SYSTEMS INC.
700 Huron Street
Memphis, TN 38107
(901) 525-2323
(800) 321-6567

Year Established:	1980
Number of Employees:	15
Category:	Manufacturer Distributor
President	Maurice C. George
Vice President	Keith W. Calton
Technical Engineer	Jerry Rowan
Technical Engineer	Rick Stayton

Excalibur Satellite Systems Inc. produces and distributes the state of the art TVRO Equipment. The Excalibur line of antennas, receivers, mechanical packages, LNA's and satellite tracking systems are designed and manufacturered to insure years of trouble free service. Excalibur offers a two year warranty on their complete line of products.

FAR-VIEW EARTH STATIONS
11383 Pyrites Way, Unit B
Rancho Cordova, CA 95670
(916) 638-0160

Year Established:	1981
Number of Employees:	4
Category:	Dealer
Owners	William & Sheila Dastic

Far-View offers a full line of products (all major manufacturers) expert (licensed) installations, and prompt service.

FIBER TEC INDUSTRIES
P. O. Box 668 Highway 76
Sandy Springs, SC 29677
(803) 261-8209

Year Established:	1983
Number of Employees:	23
Category:	Manufacturer
President	E. R. Baker
Vice President	John Wilson

Fiber Tec Industries manufacturers one of the few RTM (Resin Transfer Method) antennas available today. The injection molded RTM process insures a high degree of repeatable and finely finished antennas.

FOCII ANTENNA SYSTEMS
2730 SW 57
Topeka, KS 66609
(913) 862-2703

Year Established:	1983
Number of Employees:	15
Category:	Manufacturer
President	Joe Tongish
Vice President	Charles Schreiner
Marketing Manager	Don Lett
Elec. Engineering Mgr	Ken Filardo

Remote control antenna drive. Eleven position programmable. Lighted display indicating satellite name (not a number). 36 volt D/C actuator l8 inch and 48 inch. 6 ft. 9 in. and 7 ft. 8 in. dia. spun aluminum antennas, heavy duty mount and totally enclosed feed systems.

FOX DISTRIBUTORS LTD.
8296 River Rd.
Delta, BC, Canada V4G 1B6
(604) 946-1177

Year Established:	1980
Category:	Manufacturer Distributor
President	Kenneth J. Morey
Marketing Manager	Scott A. W. Muirhead

Fox researched, developed, manufacturered and marketed the first engineering plastic antenna for the residential TVRO industry. Fox antennas offer the most revolutionary consumer orientated features in the market place; These include parabolic memory, environmental stability consistant tolerances, light weight, full reflective surfaces, affordability and a three year warranty.

FRANCIS ENTERPRISES
P.O. Box 906
Popular Bluff, MO 63901
(314) 989-3248

Year Established:	1972
Number of Employees:	27
Category:	Manufacturer
President	John R Francis Sr.
Marketing Manager	John R Francis Jr.
Sales Manager	Bob Morrow

EXCALIBUR...THE EXPRESSION OF EXCELLENCE

One name—Excalibur—stands alone as the manufacturer of a truly complete satellite antenna system. The Excalibur name appears proudly on our own antenna, which is constructed from pure, iso-flexible resins. You'll see the name again on mechanical packages, on our state-of-the-art receivers, low noise amplifiers, and on satellite antenna trackers in both programmable and non-programmable models.

When it comes to receivers, the Excalibur line offers features never before available in the home TVRO industry, such as crystal controlled switchable modulators 3 and 4, Sawtooth Filters in the IF, AEP (Automatic Electronic Power shutdown), as well as other essential features such as inversion and polarity switching, tunable audio and scan tuning. These features are found in the Excalibur EXR7000 single-conversion receiver as well as the EXR 9000 D dual-conversion block receiver. . . and all Excalibur receivers have a *2 year warranty*.

Excalibur
SATELLITE SYSTEMS

When it's all put together, you have the finest satellite antenna system on the market . . . under one name . . . Excalibur. Excalibur is the only name that stands for excellence in the industry.

700 Huron Street • Memphis, Tennessee 38107
Mfg. (901) 525-2323 • Toll Free 1-800-321-6565 • Offices: (901) 525-2324

FULTON MANUFACTURING CORP.
1912 S. 82nd Str.
Milwaukee, WI 53219
(414) 321-4810

Year Established: 1911
Number of Employees: 104
Category: Manufacturer

President Joseph Settimi
Marketing Manager Michael C. Maryonovich

Fulton, the leader in TVRO Positioning, provides a complete line of Manual and Power Driven Actuators. Theses units are high quality, engineered components demanded by hte major producers of Satellite Systems. Models are available in 2000 and 5000 pound capacities with 10 inch to 24 inch stroke. A Standard, Super and Power Actuator series is available. All models have no end play, drain holes and are factory lubricated.

FUTURE CABLE TV
815 No. La Brea
Inglewood, CA 90302
(213) 674-9732

Year Established: 1982
Number of Employees: 7
Category: Dealer

President Rob Menzie
Vice President Gary St. Clair
Marketing Manager Kevin Johnson
Installer Norma Menzie
Installer Brian Schultz
Installer Wayne Pandy
Installer Steve Meighan

Future Cable TV sells and install Paraclipse, Luxor and Prodelin dishes with 100 degree LNA (California Amplifier) including MTI and Eclipes I actuators, Luxor receivers and Dexel receivers, coaxial cables and F, N connectors, NEC and Sony TV Monitors, and JVC stereo receivers and speakers.

FUTURESAT, INC.
315 Larkfield Road
East Northport, NY 11731
(516) 266-1121
(800) 645-4512

Year Established: 1981
Number of Employees: 20
Category: Manufacturer
Distributor

President Sergio R. Bosco
Vice President Kenneth Nimmer
Marketing Manager Clem Majoris
Sales Manager Robert Rios
Secretary Dorothy C. Sivilli
Sales Manager NY Sharmon G. Greenly

Futuresat Inc., proudly introduces 'The Total Concept' for hotels, motels, condominiums, apartment complexes, trailer parks, and small communities. For the first time in the industry, Futuresat is offering a total service which will organize, execute, and manage every stage of the cabling process for the new cable operator. Take advantage of the experience and success of our fully-trained staff of Futuresat's personnel to: Custom design a head end fully equipped to meet all of your requirements; Construct and install your cable system from your TVRO to your head end and throughout the distribution system; Completely market your new program selection to achieve a fantastic 35% saturation; Fully finance your cable venture; and finally, to deliver to you a profitable and fully operative cable system.

G AND D COMMUNICATIONS
114-7 N. 8th St.
Cabot, AR 72023
(501) 843-5182

Year Established: 1982
Number of Employees: 4
Category: Distributor

President Gary Clark
Vice President Darla Clark

Wholesale and retail/distributor for Odom antennas. Carry electronics such as Luxor, Auto Tech., McCullough, Drake, Chaparral, Eclipse, MTI

GABRIEL ELECTRONICS INCORPORATED
P. O. Box 70
Scarborough, ME 04074
(207) 883-5161

Year Established: 1950
Number of Employees: 125
Category: Manufacturer

Vice President Frank E. Gemme
Marketing Manager Donald B. Crisman
Adv. Manager Richard G. McCallum

Gabriel's antennas are of 1/8 inch thick spun aluminum with a rolled rim and radial weldments to retain parabolic integrity. The mounts are of hot dip galvanized steel with Azimuth/elevation or polar options. These units are designed for commercial applications, operating in 80 mile per hour winds and surviving 125 mph winds.

GAMMA-F CORP.
3111 Fujita St.
Torrance, CA 90505
(213) 539-6704

Year Established: 1971
Number of Employees: 40
Category: Manufacturer

President Carlton B. Goss
Vice President Manfred Stupnik
Marketing Manager Robert L. Frazier

Manufacturer of the Gamma-Feed (TM) Integrated prime focus feed, scalar suppression ring, 85 degree LNA, polarization separator and electronic polarization switching, in a single weather sealed housing. Model 3742-1 is for home application. Model 3742-2 has dual output for SMATV and cable head end application.

GENERAL INSTRUMENT/RF SYSTEM DIVISION
4229 S. Fremont Avenue
Tucson, AZ 85714
(602) 294-1600

Year Established: 1947
Number of Employees: 400
Category: Manufacturer

President A. Potter
Vice President G. Roman
Marketing Manager J. Hooper
Sales Manager S. Chawla
Product Manager R. Baumann

Complete satellite TV reception systems and components for home reception (TVRO) and commercial (SMATV). Also SMATV system design services available.

GENSAT COMMUNICATIONS CORP./DIV. OF ELECTRO-HOME LTD.
809 Wellington St. N
Kitchener, Ontario, Canada N2G 4S6
(519) 744-7111

Year Established: 1907
Number of Employees: 2100
Category: Manufacturer
Distributor

President J. A. Pollock
Vice President H. H. LaPier
Marketing Manager W. Nobbs
Sales Manager Edward Muffitt
Sec/Treasurer Harold Eby

A North American manufacturer of 4GHz, MATV and 12GHz satellite receivers antenna control devices and stereo decoders for MATV and home markets. Also, manufactures a full range of accessories (i.e. Power Supplies) as well as providing contract engineering and on-going technical services.

GHOST FIGHTERS INC.
3206 Highway 93
Stevensville, MT 59870
(406) 642-3405

Year Established: 1977
Number of Employees: 9
Category: Manufacturer
Distributor

President James F. Anderson
Vice President Richard P. Trauth

Ghost Fighters Inc. manufacturers the P-600 series of satellite antennas in kit form and distributes complete plans and kits worldwide with several different brands of electronic packages. The P-611 eleven foot diameter antenna was featured on the cover of the August 83 issue of Mechanix Illustrated.

GIBSON ENTERPRISES
P. O. Box 682
Lakeside, CA 92040
(619) 443-3547

Year Established: 1982
Number of Employees: 3

Owner Peggy Gibson

Computerized billing service catering to small cable system installations. We print the invoices, mail the invoices directly to your subscribers and maintain your accounts receivables; you collect the cash. We can also handle your special mass mailings and notices. Samples and prices upon request.

GILLASPIE COMMUNICATIONS INC.
365 San Aleso Avenue
Sunnyvale, CA 94086
(408) 730-2500

Category: Manufacturer

President Dr. Pang To. Ho
Vice President James C. Johnson

GLOBALVISION
3790 Portage Pl.
Decatur, IL 62526
(217) 875-4253

Year Established: 1981
Category: Distributor

President Ken Renfro
Marketing Manager Willie Renfro

Dealer of Scientific-Atlanta equipment. Turnkey of TVRO nationwide; Dealer Network; Quantity pricing; Specializing in commercail SMATV.

GOULD INC., DEXCEL DIVISION
2580 Junction Ave.
San Jose, CA 95134
(908) 943-9055

Year Established: 1977
Number of Employees: 300
Category: Manufacturer

1984 Denver Sat Expo
May 7, 8 & 9

Keynote Speaker:
Daniel Schorr
Senior Correspondent
Cable News Network

Speakers at the '84 Sat Expo include:
Robert Block, TELEASE
David Chance, SCIENTIFIC ATLANTA
Lloyd Covens, CHANNEL GUIDE
Edward Eagan, EAGAN & ASSOCIATES
Terry Easton, SATELLITE CENTER
Taylor Howard, CHAPARRAL COMMUNICATIONS
Shaun Johnson, SATELLITE SYNDICATED SYSTEMS
Hal Josephson, TELEMEDIA INTERNATIONAL
Petra Kahn, FORD AEROSPACE
Adam Osborne, SOFTWARE SEED CAPITAL
Jack Pottle, BROWNE, BORTZ & CODDINGTON
Polly Rash, PUBLIC SERVICE SATELLITE CONSORTIUM
Davia Saltman, SATELLITE TELEVISION CORP
Peter Sutro, PATMAR TECHNOLOGIES
Bob Dushane, JANEIL
Jim Trecek, THE MUSIC CHANNEL

Sheraton Denver Tech Center

Come join us in the spectacular Rocky Mountains for three days of presentations and panel discussions by key experts in the satellite telecommunications field, focusing on consumer and commercial applications of both C-band (4 gigahertz) and Ku-band (12 gigahertz) satellite-direct transmission. In addition, more than 100 satellite telecommunications products will be on display at the '84 Sat Expo.

Make plans now to attend the '84 Sat Expo. If you're interested in learning more about satellite-direct transmission, you can't afford to miss this event.

The Sat Expo is held in the beautiful Sheraton/Denver Tech Center, the second largest hotel in Denver. To reserve rooms, call (800) 552-7030, (or in Colorado, call 779-1100.) **Be sure to ask for the special low Sat Expo rates.**

'84 SAT EXPO

☐ Please register _____ persons to attend three days of seminars and exhibits at the Denver Sat Expo, which also includes an invitation to attend the 1984 Luna Awards presentation on Tuesday, May 8. Cost is $95 if paid before April 16. ($125 if sent after that date or purchased at the Sat Expo.)

☐ Please reserve seats at the keynote luncheon on Monday, May 7, and the closing breakfast on Wednesday, May 9. Cost $25 per person for the two meals.

☐ Please send information on ☐ Attending ☐ Exhibiting

Send to: '84 SAT Expo
300 East Hampden, Suite 240
Englewood, Colorado 80110
or for quickest service call (303) 761-1135

Name _____

Company _____ Phone _____

Address _____

City _____ State _____ Zip _____

I will pay by (check one): Amount: $ _____

☐ Check ☐ VISA ☐ MasterCard ☐ American Express

Cardholder _____

Card number _____

Expiration Date _____

Signature _____

Make checks payable to '84 SAT EXPO

President	Verney Brown
Vice President	John Applegate
Marketing Manager	Gary Mezzatesia
Sales Manager	Art Kawai

Design and manufacture the highest quality, most reliable LNA's, LNC's, and receivers in the industry. In LNA's and LNC's, we utilize our GaAs expertise using an advanced MIC thru film process. We offer an entire range of satellite receivers from the 900 through the 1300 in the home TVRO market as well as the 4000 in the commercial market.

H-COMM
2626 Wyoming Ave., Box 443
Superior, WS 54880
(715) 392-2543

Year Established:	1967
Number of Employees:	12
Category:	Distributor Dealer

President	H. F. Hoffmon
Vice President	Rick Benedickl
Marketing Manager	M. A. Hoffman

We are a regional distributor of the broad line of TVRO equipment. We service northern Wisconsin, northern Minnesota, eastern North Dakota and the upper penninsula of Michigan. We provide dealer training and a wide range of engineering and technical support.

THE HAMMERBLOW CORPORATION
1000 First Street
Wausau, WI 54401
(715) 842-0561

Year Established:	1923
Number of Employees:	120
Category:	Manufacturer

Exec. V.P.	Dean Axland

Complete line of manual and power actuators--twin bearing design provides low friction and easy cranking in both directions. Exclusive compensator eliminates end play--aircraft quality, teflon based grease applied to full length of screw for smoother, longer life. Drain hole eliminates condensation buildup.

HASTINGS ANTENNA CO.
847 West First Streey
Hastings, NE 68901
(402) 463-3598
(800) 228-4007

Number of Employees:	150
Category:	Manufacturer Distributor

President	Dale Curtis
Vice President	Bob Beirow
Marketing Manager	Joe Anderson
Sales Manager	Luana Morrow

HAI manufacturers 8 1/2, 10 1/2 & 12 foot 24 section antennas made of tempered aircraft aluminum. We also distribute 7'11' Spun dishes. HAI is master distributor for Automation Techniques, Anderson Scientific, Gillaspie, California Amplifier, Locom, Eclipse and Chaparral product lines.

HAWKEYE SATELLITE SYSTEMS;DIV. OF MARK IV FIBERGLASS INC.
P. O. Box 23355, 15445 Metcalf
Stanley, KS 66223
(913) 681-8250
(800) 255-0050

Year Established:	1980
Number of Employees:	70
Category:	Manufacturer Distributor

President	Lewis A. Bracker
Vice President	Jack Goldner
Marketing Manager	Dave J. Trible
Sales Manager	Larry Kueser

Hawkeye is a full line manufacturer/distributor for everything in the TRVO and SMATV fields. Hawkeye offers dealer training and support programs, a complete repair facility and state-of-the-art design and inovation for the SMATV market.

HEAVENS ABOVE SATELLITE SYSTEMS
517 Park Ave.
Worcester, MA 01603
(617) 791-6477

Year Established:	1981
Number of Employees:	5
Category:	Dealer

President	Steven Glass
Vice President	Robert A. Leclerc

Sales, service and installation of complete TVRO systems for residential and commercial use. Also sales of any individual satellite components. Transportable Downlinks for Teleconferences and any other special events.

HERD INC.
P. O. Box 1896
Lima, OH 45802
(419) 224-8925

Year Established:	1981
Number of Employees:	15
Category:	Manufacturer Distributor

President	Isaac M. Herd
Vice President	John Herd

Herd Inc., are manufacturers of antenna actuators. We have a screwjack actuator for 12 ft. and under dishes and hydraulic units for dishes up to 6 meters. Herd Inc., also has an establised name in the field of commercial installments, such as television stations.

HERO COMMUNICATIONS OF FLORIDA, INC.
2470 W. 8th Avenue
Hialeah, FL 33010
(305) 887-3203

Year Established:	1978
Number of Employees:	25
Category:	Manufacturer Distributor

President	Robert Behar
Vice President	Estrella Behar
Sales Manager	Gary Willhoite

HIGH FRONTIER DISTRIBUTION
1445 W 12th Place
Tempe, AZ 85281
(602) 966-9824
(800) 382-TVRO

Year Established:	1980
Number of Employees:	12
Category:	Distributor

President	Richard Desman
Marketing Manager	Peter Foti

High Frontier is a full line residential and commercial TVRO component and system distributor.

HOME SATELLITE SYSTEMS, INC.
843 Reaves St.
Jackson, MS 39204
(601) 372-9611

Year Established:	1980
Number of Employees:	5
Category:	Distributor Dealer

President	Cy Vance
Vice President	Jimmy Graves
Marketing Manager	Kathy Vance

We are a distributor of Channel Master Satellite equipment; a representative of Apollo Products, and Carry additional satellite equipment and accessories including - KLM, Luxor, Auto-Tech, MTI actuators, Chapparal Polorotors.

HOME SATELLITE TERMINAL
10163 Haynes
El Paso, TX 79927
(915) 859-7697

Year Established:	1953
Number of Employees:	6
Category:	Distributor

President	Ken Davidson

Wilson systems Dist. Ant. Recievers - KLM - Drake

HOME VIEW MICROWAVE
RR1, Clay Rd., Box 107
Wapakoneta, OH 45895
(419) 568-7043

Year Established:	1980
Number of Employees:	3
Category:	Manufacturer Distributor Dealer

President	John E. Reinhart
Marketing Manager	Timothy L. Williams
Reg. Sales Indiana	L. Rose
Reg. Sales Ohio	Jim Billings

Home View Microwave installs & distributes TVRO systems in the Ohio, Indiana area. Single piece Odem antennas may be picked up at our warehouse. Product line includes Odem, Luxor, Allstar, MTI, Chapaaral Avantek. Custom mounts & service back-up on request.

HOOSIER ELECTRONICS
P. O. Box 3300
Terre Haute, IN 47803
(800) 457-3330

Year Established:	1971
Number of Employees:	110
Category:	Distributor

President	Stephen Bland
Marketing Manager	Maxine Burns
Sales Manager	Jeff Vicars

Full line satellite distributor. Systems featuring Regency, Drake, Luxor and other major brands. All brand service facilities.

HOUSTON TRACKER SYSTEMS
8000 Harwin, Suite 397
Houston, TX 77036
(713) 784-8953

Year Established:	1980
Number of Employees:	70
Category:	Manufacturer

President	Michael P. Krehel
Sales Manager	Pamela Longnion
Marketing Director	Greg Alban

Manufacturers of microprocessor-controlled dish tracking and positioning equipment. Tracker I-Manual East/West drive with polarotor and programmable limits. Tracker II-Manual East/West

Come To The Leader TULSAT

As a pioneer in the distribution and service of home and SMATV satellite systems, Tulsat offers you highest quality equipment, from the world's leading manufacturers, at competitive prices. Our ability to make volume purchases, direct from the factory, not only assures you of the best prices, but also guarantees availability and shipping within 24 hours, under normal circumstances.

For a complete selection of;

- Automation Techniques Satellite Receivers*
- Avantek and California Amp LNA's
- Basic Systems Antenna Positioners and Receivers
- Tulsat Mounts and Antennas
- Quotrader Corporation Personal Investment Systems
- Blonder Tongue Products
- Pico Satellite Company Products
- ODOM Antennas*
- Chaparral Feed Horns and Polarotors
- Truspec Cable Products
- SMATV Headends and Designs
- Gardiner LNA's

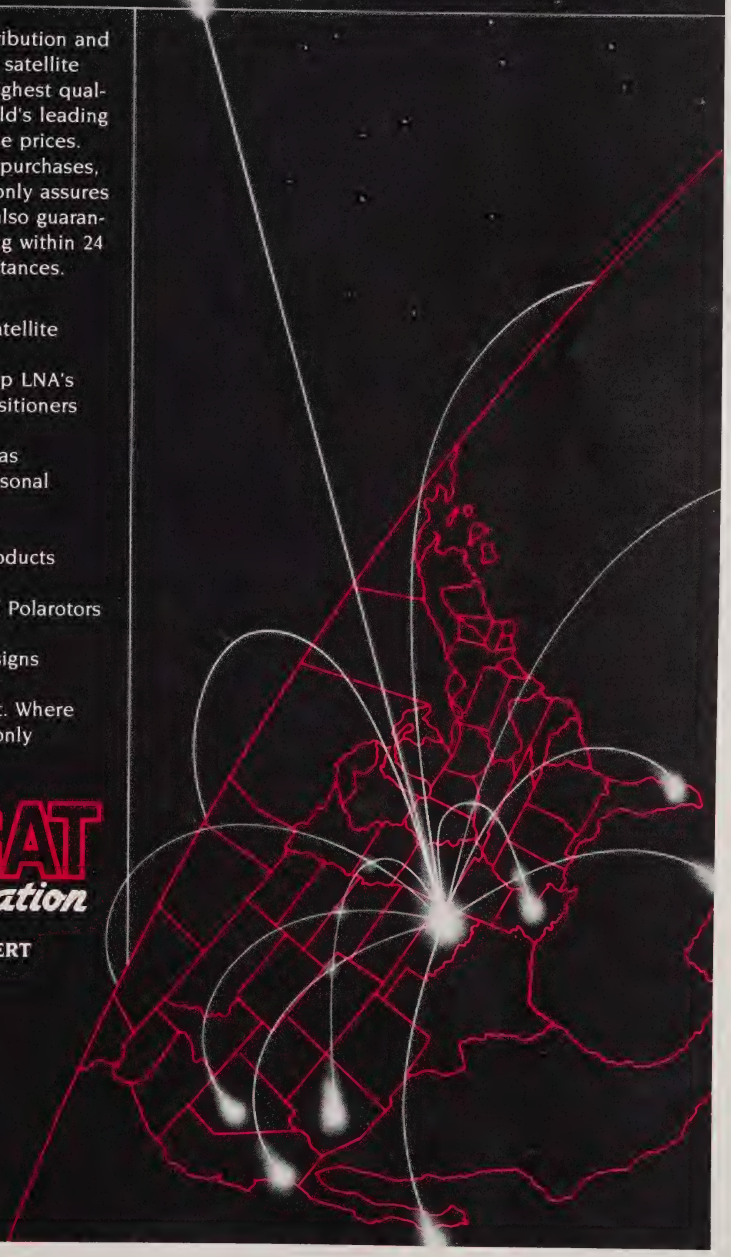
come to the leader . . . Tulsat. Where servicing distributors is our only business.

TULSAT Corporation

YOUR TOTAL SYSTEM EXPERT
TULSAT Corporation
1839 N. 105th E. Ave.
Tulsa, Oklahoma 74116

For dealer inquiries
1-800-331-5997
In Okla. 1-918-836-8348

*MASTER DISTRIBUTORS



drive with programmable limits. Tracker IV-Wireless UHF remote controlled with parental lock-out and user programmable limits. Also available without remote controller.

HULSEY & HULSEY TVRO CONSULTANTS
P.O. Box 237A
Oakwood, GA 30566
(404) 536-7071

Year Established: 1982
Number of Employees: 2
Category: Dealer

President Larry F. Hulsey
Vice President Martha G. Hulsey

HYTEK AMPLIFIER, INC.
4500 East 7th Street, Suite C
Joplin, MO 64801
(417) 624-4061

Year Established: 1983
Number of Employees: 24
Category: Manufacturer
Distributor

President Larry E. Ancell
Vice President Richard L. McKelvey

Hytek Amplifier, Inc. manufactures LNAs and Feedhorns.

ICM VIDEO
P. O. Box 26330, 10 N. Lee St.
Oklahoma City, OK 73126
(405) 232-5808

Year Established: 1950
Number of Employees: 175
Category: Manufacturer

President Royden Freeland
Division Manager Mike Janko

ICM Video specializes in commercial satellite receivers and in accessory products. Our accessories include, 4GHZ filter/amplifiers, telephone interference filters, video processors, video enhancers, stereo decoder and other items.

IMAGE RESOURCES INC.
801 S. Orlando Ave., P. O. Box 2519
Winter Park, FL 32790
(305) 645-4200

Year Established: 1979
Number of Employees: 17
Category: Dealer

President E. Robert Brook
Vice President Steven Kartholl
Marketing Manager D. L. Armstrong

IMPERIAL MICRO-TECH
2200 Pacific Coast Highway, Suite 219
Hermosa Beach, CA 90254
(213) 318-3318
(800) 821-8753

Year Established: 1983
Number of Employees: 5
Category: Manufacturer
Distributor

President Dennis L. Woods
Vice President Gary M. Familathe
Sales Manager Thomas Goeken

Complete systems (as low as $1195.00) including satellite television receivers manufactured by Dae Ryung Company of Korea including infra-red remote stereo and basic manual. LNAs by JRC of Japan. Antennas injection molded of engineering plastic with life expectancy of infinity. Feeds manufactured in California by A.D.L., Inc.

INTERIORS AND SPECIAL PRODUCTS BY PAMELA
PO Box 2103
Odessa, TX 79760
(915) 362-7421

Year Established: 1983
Category: Dealer

President Pamela J. Spruill

INTERNATIONAL MATERIALS & RESOURCES
Irvine Industrial Park, P.O. Box 4082
Irvine, CA 92716
(714) 786-8494

Year Established: 1976
Number of Employees: 49
Category: Distributor

President B.T. Kakas
Vice President C.T. Schaller

Complete Satellite TV receiving systems, teleconferencing facilities & equipment and supplies, and electronic equipment (consumer & industrial).

INTERNATIONAL SATELLITE SYSTEMS OF AL
104 Gray St.
Linden, AL 36748
(205) 295-5557

Year Established: 1982
Number of Employees: 4
Category: Dealer

President Gordon Juniper
Vice President Randy Engels

Complete supplier of earth station equipment. Retail-Dealer sales - 4' to 17' antennas, receivers, LNA's, dish drives, and all accessories. Complete TVRO installation and service.

INTERNATIONAL SATELLITE T.V.
1601 N. 4th St. P.O. Box 242
Fairfield, IA 52556
(515) 472-3174

Year Established: 1981
Number of Employees: 4
Category: Distributor

President Ira Roffel
Vice President Angela D' Avise

Our company carries a full range of home and commercial systems and components from the least expensive on the market, e.g. Astrom and Wilson to the next highly rated. We offer technical advise and repairs are on items and performed in the feild.

INTERNATIONAL SATELLITE SUPPLY
2225 Sharon Rd., 224
Menlo Park, CA 94025
(415) 854-8987

Year Established: 1983
Category: Distributor

President Lydia Gillaspie

I distribute Satellite components, dishes, receiver, LNA's, PLR's, cable etc. I provide Gillaspie dealers personal service, and an advertising program that is somewhat coop locally.

INTERNATIONAL VIDEO
4005 Landski Dr.
N. Little Rock, AR 72118
(501) 771-2800

Master distributors for most major brands.

INTERSAT CORPORATION
1000 Lake Saint Louis Blvd., Suite 300
Lake Saint Louis, MO 63367
(314) 625-4617

Year Established: 1980
Number of Employees: 240
Category: Manufacturer

President Don McLaughlin
Vice President Dave McClaskey
Sales Manager Mike Pecoroni

The IQ-160 has revolutionized the satellite video TVRO field. This system is a major breakthrough in satellite technology and has joined computor technology with satellite TVRO electronics. Intersat has developed a reputation for the excellent video quality of the receivers manufactured and is continually striving to remain the innovator in satellite technology.

J J T DISTRIBUTING
13235 Palm Place
Cerritos, CA 90701
(213) 926-6133

Year Established: 1976
Number of Employees: 4
Category: Manufacturer

President Jeff J. Toten

RF Modulators. Model RF 3400 Crystal Controlled Channel 3 & 4 FCC Approvable, distributing to OEM Manufacturers of Receivers. UHF Tuners. Freq. from 430 to 930 MHZ. Distributing to OEM Manufacturers of block downconverting type receivers.

JANEIL CORPORATION
6860 Canby Suite 113
Reseda, CA 91335
(818) 881-4155

Year Established: 1980
Category: Manufacturer

President Denis Dushane
Exec. Vice President Irv Zaroff
Exec. V.P. & Mrktg Mgr Robert Dushane
Exec. V.P. Steven Dushane
Vice President Jeff Martinez

The Janeil Corporation for 4 years has manufactured high quality antennas. Janeil also manufacturers block down conversion receivers along with antenna positioners. The antenna positioners utilize the highest quality actuator in the industry.

JIM PATTERSON ENTERPRISES
111 E. Pacific
Salina, KS 67401
(913) 827-4682

Year Established: 1983
Number of Employees: 7
Category: Manufacturer
Dealer

Owner Jim Patterson

I manufacture the SKY SENTRY 8 and 10 handlaid fiberglass antenna with a polar mount and a cover which covers the entire face of the antenna, feed horn and mount. The cover provides less wind drag, ground noise, heat and protects against the weather.

JO MIL ELECTRONICS
P. O. Box 2778
Covington, LA 70434
(504) 893-4514

Year Established:	1983
Number of Employees:	6
Category:	Distributor
President	Joseph Fontenot
Vice President	Millie Fontenot
Sales Manager	Mike Giacone
General Manager	Debbie Lestelle

Master distributor for Gould/Dexcel TVRO products. All related TVRO accessories. Complete systems - Service department.

JOHN'S TV SERVICE
1901 E. Main
Salmon, ID 83467
(208) 756-3234

Year Established:	1968
Number of Employees:	1
Category:	Dealer
President	Kent E. 'John' Cantlin

Sales and installation of high-quality satellite systems on both subcontractor basis and retail basis: installation and repair services to other dealers on a hourly fee basis.

JOHNSON ENTERPRISES
Hwy 281 S. P.O. Box 689
Jamestown, ND 58401
(701) 252-1431

Year Established:	1979
Number of Employees:	5
Category:	Distributor Dealer
Owner/Manager	Walter E. Johnson, Jr.
Business Manager	Betty McCommon

Master distributor for USS, Selectview, Kaultronics and accu-tracker - Distributor for KLM DH and Newton Products - Complete systems and com- ponents.

JUST YOUR TYPE
Box 313
Brighton, MI 48116
(313) 227-2220

Year Established:	1980
Number of Employees:	2
Category:	Publisher
President	Charles Williams

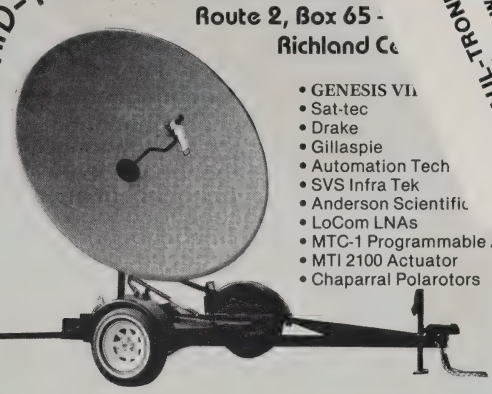
Reviewing the industry's top 25 trade and consumer publications. Important subscription and advertising information on ALL satellite newspapers and magazines. Your future depends on accurate information.

KANSAS WHOLESALE ANTENNAS
2071 N. W St.
Wichita, KS 67203
(316) 943-0712

Year Established:	1979
Number of Employees:	4
Category:	Distributor Dealer
President	William Dunmire
Vice President	Tim Dunmire
Marketing Manager	Cindy Conover

10' 12 Petals .080 Alum. 8' Computer spun .080 Alum GLR 500-520-560, Wilson YM 1000 - Gilaspie - SA 1000 & SAT TEC R 5000 CAL AMP - Avantek - Chaparral. Eclipse Actuators. We do all our own installations.

MID-TEC COMMUNICA
Route 2, Box 65 -
Richland Ce



- GENESIS VI
- Sat-tec
- Drake
- Gillaspie
- Automation Tech
- SVS Infra Tek
- Anderson Scientific
- LoCom LNAs
- MTC-1 Programmable Actuator
- MTI 2100 Actuator
- Chaparral Polarotors

KAULTRONICS, I
Box 262 Rock, MI 48
Toll Free (800) 583-
(800) 826-

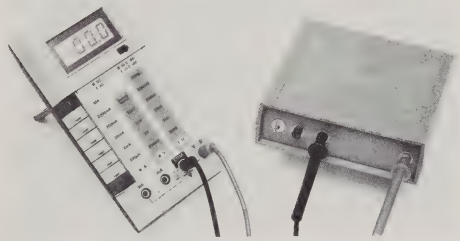
NEW FOR 1984:

GENESIS IX & XII

9' & 12' Aluminum Mesh Antennas

National Order Line: 800-MID-TECH

All Other Calls: 608-647-4643



SATELLITE FINDER ADAPTOR

WHAT DOES IT DO?

1 - A LCD multimeter adaptor to measure the 70 MHZ down convertor signal levels of a satellite antenna installation.
2 - Locate the satellites 50% faster than by seeking with a receiver and TV set.
3 - Take all of the guess work out of seeking a bad LNA or downconvertor or bad piece of cable.
4 - Locate the LNA and peek the antenna with digital accuracy.
5 - Use the multimeter to find shorted or open cables.
6 - Use the multimeter to measure proper operating voltages to LNA and downconvertor.
7 - Measure and compare with digital accuracy the merit of a complete antenna system.

	PRICE	LIST
With multimeter	**$194.50**	**Dealer inquiry invited**
Without multimeter	**93.75**	

WAWASEE ELECTRONICS

P.O. Box 36 Syracuse, Indiana 46567 Phone: (219) 457-3191

drive with programmable lim INC.
Wireless UHF remote con
lock-out and user pro
available without rem 3556

HULSEY NOVA In WI
CO KAUL In U.S.

Year Established:	1980
Number of Employees:	30
Category:	Manufacturer
President	John Kaul
Vice President	Mary Pat Kaul
Marketing Manager	Joe Koelsch
Sales Manager	Jim Atkinson
Comm. Sales Mgr.	Donn Smart
Production Mgr.	Ross Halverson
Reg. Sales Coord.	Jim Murphy

Kaul-Tronics, Inc. is a manufacturer of TVRO systems for home and commercial applications. We feature 7 1/2' & 9' stainless steel pressed antennas plus 9' & 11' square fiberglass and 10' & 13' round fiberglass. Wide Range of electronics. We also manufacture various sizes of pivot pole mounts. Offices/warehouses in Boulder, CO and Las Vegas, NV. Dealerships throughout US and Canada.

KELGO INTERNATIONAL, LTD.
6395 McDonough Dr.
Norcross, GA 30093
(404) 447-9450
(800) 241-8189

Category:	Manufacturer Distributor
President	Kelly Goff
Marketing Manager	Danny DeMaeyer

We carry a complete line of Satellite Systems and all of the components shipped on a world wide basis.

KENRICH ELECTRONICS INC.
5636 N.W. Expressway
Oklahoma City, OK 73132
(405) 722-2730

Year Established:	1974
Number of Employees:	11
Category:	Manufacturer Distributor
President	Kenneth Woolbright
Vice President	Bob Trochta

KENT RESEARCH CORPORATION
1900 Burdett Ave.
Troy, NY 12180
(518) 272-6870

Year Established:	1970
Category:	Manufacturer
President	Peter E. Kent

Kent Research's SURVEYOR-167 is a remote controlled total Earth Station controller. It turns on the TV or VCR automatically to the desired satellite, channel, audio frequency, and skew. The SURVEYOR 6 & 7 are programmable actuators. The SURVEYOR 5 is an East-West controller with electronic limits.

KENTUCKY SATELLITE SUPPLIERS
Rt. 1 Box 226 E.
East Bernstadt, KY 40729
(606) 843-7220

Year Established:	1980
Number of Employees:	7
Category:	Distributor
President	Dave L. Farmer
Sales Manager	Larry Potter

Complete line of TVRO equipment and accessories, selling wholesale to dealers and distributors.

KES (KLUNGNESS ELECTRONIC SUPPLY, INC.)
107 Kent St.
Iron Mountain, MI 49801
(906) 774-1755
(800) 338-9292

Year Established:	1956
Number of Employees:	21
Category:	Distributor
President	James Klungness
Vice President	Charlie Henry
General Manager	E. L. Eschliman

Full line distributor of quality products to the CATV and SMATV markets.

KOVTEK
312 Marsland Drive
Waterloo, On N2L 3Z1
(519) 886-2650

Year Established:	1981
Category:	Manufacturer
President	Michael Kovacich

Programmable satellite locator utilizing TV screen for display of computer generated graphics and text synchronized with satellite receiver video.

KWIK-TRENCH DITCH DIGGER
43 Homestead Rd.
Lehigh, FL 33936
(813) 369-7911

Year Established:	1978
Number of Employees:	8
Category:	Manufacturer
President	Terrence H. Riley

The Kwik Trench Ditch Diggers are lightweight, portable trenchers ideally suited for satellite dish and cable TV installation. Kwik Trench can be set to dig 1 inch, 2 inch, or 3 inch wide adjustable to 8 inch or 12 inch deep at the rate of 25 ft. to 30 ft. per minute. The machine design has been proven in over 25 years of rigorous field experience and offers low cost, low maintenance, and one man operation. T. H. Riley Inc. 43 Homestead Rd., Lehigh FL 33936 813-369-7911

LADY J
6864 So. Cottonwood Street
Midvale, UT 84047
(801) 566-5532

Year Established:	1982
Number of Employees:	8
Category:	Distributor
President	John Burnham
Vice President	Libby Christanson
Marketing Manager	Charlene Rumney

Complete system distribution backed up with service and installation center.

LANGS HOME FURNISHING
810 W. Church
Livingston, TX 77351
(409) 327-5393

Year Established:	1971
Number of Employees:	3
Category:	Dealer
Owner	Johnny Lang

Sales-Service-Installation TVRO to consumer

LAUX COMMUNICATIONS
4460 S. Lake Forest Dr., 218
Cincinnati, OH 45242
(513) 733-1500

Year Established:	1981
Number of Employees:	40
Category:	Manufacturer
President	C. R. McCleary
Marketing Manager	D. E. Carr
Exec. Vice President	J. P. Laux
VP/Engineering	M. E. Nusair

Laux Communications, Inc. manufactures quality consumer commercial parabolic antenna systems, data reception systems, low noise amplifiers, commercial & consumer TVRO receivers, & antenna positioning devices.

LEWIS ELECTRONICS
P. O. Box 100
Humboldt, TN 38343
(901) 784-2191

Number of Employees:	25
Category:	Manufacturer Distributor
Sales Manager	Sharon Williams
Sales	Wayne Russell
Sales	Janice Watts

Manufacturer and distributor of complete TVRO systems and components.

LINDSAY AMERICA
477 East Willow Street
Williamsport, PA 17701
(717) 326-7133

Year Established:	1981
Number of Employees:	6
Category:	Manufacturer Distributor
President	John Thomas
Sales Manager	Jenny Cohen

Lindsay America, a division of Lindsay Specialty Products, Lindsay, Ontario Canada has been a leader in antenna manufac- turer for over 30 years. Lindsay is a supplier of satellite antennas: 8 foot span, 10 foot mesh and sectional aluminum and 12 foot mesh and sectional aluminum as well as complete systems.

LINDSAY SPECIALTY PRODUCTS LTD.
50 Mary St. West
Lindsay, Ontario, Canada K9V 4S7
(705) 324-2196

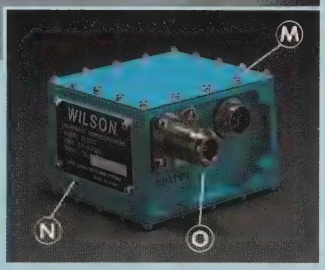
Category:	Manufacturer Distributor
President	John E. Thomas
Sales Manager	Robert J. Burkwell

LINK-UP
6618 Wadsworth
Arvada, CO 80003
(303) 423-4502

Year Established:	1980
Number of Employees:	12
Category:	Dealer
President	Don Slocum

Details • Details • Details

Wilson YM1000



- **A** Modulator — FCC approved, crystal controlled, VHF Ch. 3-4, switches local TV and satellite signals
- **B** 7.5dB C/N sensitivity
- **C** Individual channel potentiometer for precise channel control
- **D** Tunable Audio
- **E** Main Power resets all functions
- **F** Power off switches satellite off and local antenna on. Memorizes last channel and audio position.
- **G** Receiver FCC approved
- **H** Rugged steel case
- **I** Preset Audio channels
- **J** Fine Tuning Control
- **K** Odd-Even controls polarity
- **L** Volume Control
- **M** Fully weatherproofed housing, connectors, and O ring seals
- **N** Die cast Aluminum housing
- **O** Gold inlaid ceramic substrate image reject mixer

call toll free
800-634-6898
in Nevada call (702) 739-7401

WILSON MICROWAVE SYSTEMS, INC.

4286 S. Polaris Ave. • Las Vegas, NV 89103

TECHNOLOGY WAS NEVER SO CLOSE

MICRODISH, Inc.

225 East Main Street Logan, Ohio 43138
614/385-3200 614/385-9669

Complete Satellite Systems & Accessories
A Complete Line of Drake Products

Excellent Service Unbeatable Prices Quality Products

Now in stock 10 ft. fiberglass dish with Drake electronics.
We have the new ESR240 Drake infrared receiver.

Please call us Monday thru Saturday, 8 AM-5 PM

DRAKE
AUTHORIZED DISTRIBUTOR

LNR COMMUNICATIONS
180 Marcus Blvd.
Hauppauge, NY 11787
(516) 273-7111

Year Established:	1971
Number of Employees:	250
Category:	Manufacturer
President	S. Okwit
Vice President	F. Arams
Marketing Manager	F. Kelly
Sales Manager	L. Stewart
Advertising	J. Piotrowski

LNR Communications is a leading supplier of telecommunications equipment, particularly for use in satellite communications earth stations, spacecraft and related applications. Equipment that LNR supplies includes Low Noise Amplifiers, Message and Video Receivers and Exciters, Converters, Modulators/Demodulators and Digital Equipment.

LOCATOR INC.
P.O. Box 413
Kimberling City, MO 65686
(417) 739-4821

Year Established:	1983
Number of Employees:	23
Category:	Manufacturer
President	Jim Gulick
Vice President	Joe Swadley
Sales Manager	Craig Keohan

Locator Inc. manufactures an ddistributes the Locator RVIII Mobile Satellite Antenna System. The original TVRO system especially designed for the recreational vehicle market. RVIII mounts easily atop a motor home and is totally operational from inside the coach. Excellent reception is obtained from the 6' 4' (15' deep) fiberglass dish and the totally motorized mount permits ease of location of all the satellites.

LOWRANCE ELECTRONICS
12000 E. Skelly Drive
Tulsa, OK 74128
(918) 437-6881
(800) 331-4105

Year Established:	1957
Number of Employees:	475
Category:	Manufacturer
President	Darrell Lowrance
Vice President	Howard Yeilding
Marketing Manager	Michael Render

Satellite receivers with exeptional audio and video performance. Features include detente tuning, scan tuning, polarity interface a built in modulator, and signal strength indicaton. The system 70X is the standard model and the system 70S has matrix and discrete stereo with wide and narrow filter.

LUNAR ELECTRONICS
2775 Kurtz St., Suite 11
San Diego, CA 92110
(619) 299-9740

Year Established:	1977
Number of Employees:	11
Category:	Manufacturer
President	Louis N. Anciaux
Marketing Manager	Ms. Lee Crowley
Sales Manager	John Russ Sr.

Lunar Electronics specializies in three basic areas of production: Amateur Radio, Commerical Land Mobile Radio, and Television Retransmission and Receiving Asscessories. We offer complete systems utilizing TVRO Satellite Reception Systems, including frrequency translation equipment. We build to customers specific needs and install Turn Key Systems. We also manufacture Low Noise VHF & UHF Amplifiers, Line Amplifiers 400 MHz to 900 MHz.

M/A-COM LINKABIT, INC.
3033 Science Park Rd.
San Diego, CA 92121
(619) 457-2340
(800) 626-6640

Year Established:	1968
Number of Employees:	1200
Category:	Manufacturer
President	Andrew J. Viterbi
Vice President	Harvey White
Marketing Manager	Michael Lubin
Product Manager	Mark Medress

VideoCipher is an ultra-secure satellite television scrambling system based on the data encryption standard (DES). The system is completely addressable and uses no audio subcarriers.

M/A-COM OMNI SPECTRA
21 Continental Blvd.
Merrimack, NH 03054
(603) 424-4111

Year Established:	1962
Number of Employees:	270
Category:	Manufacturer
President	R. Hale
Sales Manager	B. Smith

Manufacture: Omni Polarizer, Omni Pulse Decoder, 3.7-4.2 GHz and 950- 1450 MHz Power Drivers, and coaxial connectors sold through wide distribution network.

MA ELECTRONICS CANADA LIMITED
3135 Universal Drive
Mississauga, Ontario, Canada L4X 2E7
(416) 625-4605

Number of Employees:	260
Category:	Manufacturer
President	Paul Mercer
Vice President	Al McKechnie
Marketing Manager	David Stracman
Sales Co-Ordinator	Marlene MacDonald

Low noise amplifiers, low noise block downconverters and other microwave products in the 2GHz to 14 GHz range.

MAGNATECH
P. O. Box D, Bradley Park
East Granby, CT 06026
(203) 653-2573

Year Established:	1945
Number of Employees:	40
Category:	Manufacturer Distributor
President	John O. Emmerson

Magnatech manufactures polar mounts with programmable actuator systems for use with Anixter-Mark and Scientific-Atlanta 4.6 and 5M antennas. Complete systems and installation services are available.

MAGNUM MICROWAVE CORPORATION
365 Ravendale Dr.
Mountain View, CA 94043
(415) 968-9281

Year Established:	1980
Category:	Manufacturer
President	Harry R. Soza
VP Marketing	David Fealkoff
Sales Ms.	D. Lee Goble

Magnum Microwave designs and mnaufacturers the following: Low Noise Converters (4 and 12 GHZ) Low Noise 'Block' Converters (4 and 12 GHz) Low Noise Amplifiers Single and Dual Downconverters

MALM FIREPLACES INC.
368 Yolanda Ave.
Santa Rosa, CA 95404
(707) 546-8955

Category:	Manufacturer
President	Glen Crownover
Vice President	Bill Crownover
Marketing Manager	Vel Crownover

MANUMARK, INC.
P.O. Box 997, Browns Bridge Road
Chatsworth, GA 30705
(404) 695-6764

Year Established:	1977
Category:	Manufacturer
President	Doyle D. McKinney
Sales Manager	Chris Linnon

Manumark manufactures antennas and mounts for TVRO's in Chatsworth, GA. The specialization is 10' and 12' aluminum mesh dishes which are marketed through dealers. Manumark is internationally known for its working with aluminum in the construction of solar air systems which were selected exclusively for the Energy Saving House of the Knoxville 1982 and New Orleans 1984 World's Fairs.

MARSHALL ELECTRONICS INC.
P.O. Box 2027
Culver City, CA 90230
(213) 836-4288

Year Established:	1978
Number of Employees:	15
Category:	Manufacturer
President	Henry Shultz
Vice President	Leonard Marshall
Sales Manager	Bob Sherwood

'N' coaxial connectors, coaxial relays, coaxial splitters, combination splitter relays. A,B & ABC-DE high isolation switchers for 'F' type cables.

MASTER CONTROL-R.L.A. ENTERPRISES
14201 Metcalf
Stanley, KS 66223
(913) 897-3442

Year Established:	1983
Category:	Manufacturer Distributor
President	Roy L. Albin

Master Control motor drive is manufactured and distributed by R.L.A. Enterprises, Stanley, Kansas. Built to retrofit most hand cranks sold today. Also available with jacks at a slightly higher price. Full digital readout. Adjustable electronic stops prevent jack overextension. Ease of installation, comes fully warrented. Dealer inquires invited.

MCCULLOUGH SATELLITE EQUIPMENT INC.
R5, Box 97
Salem, AR 72576
(501) 895-3167

Year Established:	1979
Number of Employees:	35
Category:	Manufacturer Distributor

Ferrite polarization rotator used for electronically selecting the polarization of signals received by a dual polarization antenna feed used in TVRO systems.

MICROWAVE CONSULTANTS & MANUFACTURERS

P. O. Box 8905, 6301 Murray
Little Rock, AR 72209
(501) 568-9090

Year Established:	1980
Number of Employees:	26
Category:	Manufacturer Distributor
President	John Cryer
Vice President	Susan Cryer
Service Manager	Donna Eler

Complete line of remote positioners. Custom OEM. Private label and MCM brand. RF modulators. FCC type accepted. Modulator elements. Circuit boards, etc.

MICROWAVE SERVICES INTERNATIONAL, INC.

266 West Main Street
Denville, NJ 07834
(201) 627-7400

Year Established:	1952
Number of Employees:	25
President	Victor J. Nexon
Vice President	Victor Nexon, Jr.
Marketing Manager	David Lynch
Sales Manager	Janine Milliband

All service earth station consulting firm, specializing in frequency coordination, on-site surveys, digital terrain data profile service, marketing reports, FCC licensing, etc.

MID-TEC COMMUNICATIONS, INC.

Rt. 2, Box 65, Highway 14 East
Richland Center, WI 53581
(608) 647-4643
(800) MID-TECH

Year Established:	1983
Number of Employees:	4
Category:	Manufacturer Distributor
President	Edward L. Burkhamer
Vice President	Dorothy V. Winch
Office Manager	Susan Burkhamer
Technician	Ritchie Steven

Mid-Tec manufactures the GENESIS VIII spun aluminum 8' Antenna, Mid-Tec antenna positioners and MSU Satellite trailers. GENESIS VIII features full 8' reflector, galvanized backplate, plated buttonhook and polar mount. Mid-Tec manufactures two antenna positioners; a twelve position programmable or an E/W selector - both with digital readout display. MSU TRAILERS fold down for easy hauling on 1500 lb. or 2000 lb. axels.

MIJE CORP.

1911 Waterview Way
Crystal, MI 48818
(517) 235-4884

Year Established:	1983
Number of Employees:	4
Category:	Manufacturer Distributor
President	Gary W. Walthorn
Vice President	Paula R. Walthorn
Sales Manager	Ricky White

The Mije Instant Satellite Locator is an inexpensive mechanical device made of aluminum and stainless steel that attaches to the angle jack (or sliding 'T' bar depending on the make of receiver) of satellite antennas for indicating the location of satellites making it possible to relocate them with speed and accuracy.

MIKE'S SATELLITE

Rt. 2, Box 55
Selman, OK 73834
(405) 727-4259

Year Established:	1980
Number of Employees:	4
Category:	Manufacturer Distributor Dealer
President	Mike Miller
Vice President	Jack Miller
Marketing Manager	Linda Miller
Sales Manager	Rod Bronniman

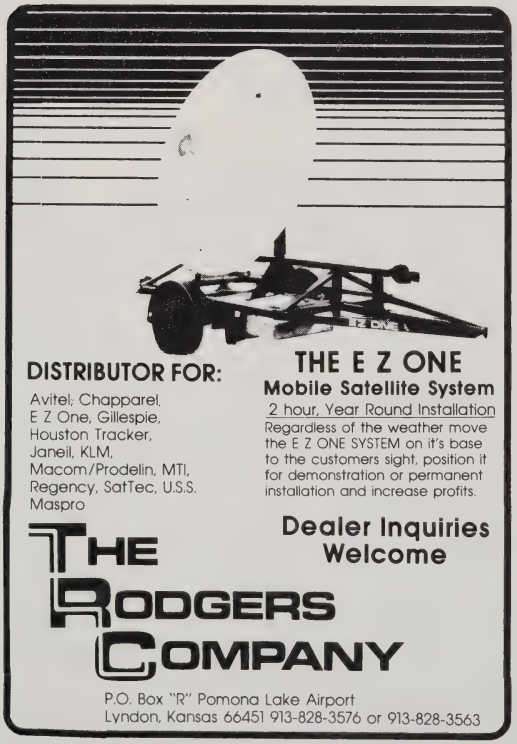
We manufacture a full line of extra-strength polar mount and center feed mounts. We also manufacture saddle clamps and attachment brackets. We custom build our mounts, clamps and brackets to fit you needs.

MIRALITE CORPORATION

4050 Chandler
Santa Ana, CA 92704
(714) 641-7000

Year Established:	1980
Number of Employees:	45
Category:	Manufacturer
President	Fred Fourcher
Vice President	Chuck Curry
Marketing Manager	Ed Fourcher

Miralite Corporation manufactures a full line of commercial earth stations for private cable, cable, networks, teleconferencing and data. The



G & D Communications, Inc. is a wholesale and retail distributor for TVRO systems. We handle various antenna sizes to suit your needs. Our systems contain the quality and features of other systems costing much more, yet are very reasonably priced. Our system contains a flame-spray fiberglass antenna, sturdy pole/polar mount, button - hook feed assembly, 120° or better LNA, polorotor I or II, and various name brand receivers. You owe it to yourself to give us a call before you buy.

Dealer inquiries welcome, 1-501-843-5182.

Miralite line includes the 78% efficient 2.4 meter and the multisat for multiple satewites.

MIRBAT SATELLITE TV SYSTEMS

1801 Avenue Of The Stars, Suite 64D
Los Angeles, CA 90067
(213) 277-4962

Year Established:	1979
Number of Employees:	24
Category:	Distributor Dealer Association
President	Bob Thomas
Vice President	Bruce Mopkins
Marketing Manager	Jack Thomas
Sales Manager	Mike Lo Kosie
Installation Manager	Steve Stewart

Mirbat Satellite reception systems allows you to feel secure in knowing finest line of products have been researched and selected for your final choice. We keep you in touch with worl education and family enterrrtainment. Our 4 x 4 receiver will allow four channels viewed simultaneously from any satellite. Satellite reception consulation available.

MODULATION ASSOCIATES

897 Independence Avenue
Mountain View, CA 94043
(415) 962-8000

Year Established:	1977
Category:	Manufacturer
President	J. Walter Johnson
Vice President	Larry L. Hayes
Marketing Manager	Terry Sheffield

Manufacturer of communications equipment for satellite broadcast and data networks. Products include satellite uplinks, downlinks, remote control and monitoring systems, and data demodulators.

MOUNTAIN SATELLITE & TV SYSTEMS

P. O. Box 443, 111 E. Midland
Woodland Park, CO 80863
(303) 687-3222

Year Established:	1982
Number of Employees:	4
Category:	Dealer
President	Gary Borchard
Vice President	Ken Nowak

MULTI-COLOR SCREENING

4043 N. Ravenswood
Chicago, IL 60613
(312) 472-0807

Year Established:	1981
Number of Employees:	4
Category:	Manufacturer
President	Mark Schiff
Vice President	Joe Sameh
Marketing Manager	David Scharff
Sales Manager	Mike Stern

Screen printers of identifying and promotional materials. Including but not limited to nameplates for equipment and tee shirts for promotions.

MULTI-FEED SYSTEM DISTRIBUTION

P. O. Box 446
Yucaipa, CA 92399
(714) 795-8930

Year Established:	1983
Number of Employees:	4
Category:	Dealer
President	Teri Peterson
Marketing Manager	Mary Ellen Contreras

The Multi-Feed system delivers up to 5 separate satellites over a 16 deg. azimuth range as part of the 16' expanded radar mesh antenna offered, or retrofitted to any 16' antenna. 12, 14, 16, 20, 24, and 30 foot sizes are available for residential/commercial/international applications.

NATIONAL ASSOCIATION OF SATELLITE DEALERS OF AMERICA INC.

7107 So. 400 West 3
Midvale, UT 84047
(801) 566-5603

Year Established:	1982
Number of Employees:	5
Category:	Association
President	Carl Renolds
Vice President	George Mitchill
Marketing Manager	Roice Kruger

National Association of Satellite Dealer providing service and training for satellite dealers where by they are trained in the proper techniques of sales, installation and business practices to insure their success growth and profitability.

NATIONAL ASSOCIATION SATELLITE TELEVISION

Star Route Box 321A
Rye, CO 81069
(303) 489-3550

Year Established:	1982
Number of Employees:	3
Category:	Distributor Dealer Association
President	Roger Myli
Vice President	Cheryl Myli

We are a retail distributor of earth stations. One of our primary interests & concerns is educating the public about satellite TV. This is a new industry and the public is entitled to be informed and this is our main endeavor.

NATIONAL DISTRIBUTING CO.

114 Pride Dr.
Simpsonville, SC 29681
(803) 967-2704

Year Established:	1981
Number of Employees:	50
Category:	Manufacturer Distributor
Sales Manager	Sonny Chastain

Aristocrat Products Inc, manufacturing the 'Aristo-Com' 12 ft. aluminum antenna. The aluminum is all tig welded for beauty and strength. Stainless steel pre-formed clips are provided to hold mesh to structure. Base is a unique bearing mount.

NATIONAL MICRO DYNAMICS INC

6153 Airways Blvd.
Chattanooga, TN 37421
(615) 892-3901
(800) 845-0813 Outside TN

Year Established:	1982
Number of Employees:	35
Category:	Manufacturer Distributor
President	Walter Bowen
Vice President Sales	Hal Farren
Vice President Engr.	Brett Ferney

National Micro-Dynamics, Inc. a leading TVRO dealer in the Southeast is a full service, full line distributor of satellite TV components and systems. Centrally located in Chattanooga, Tennessee, National Micro-Dynamics stocks a complete inventory for fast shipment throughout the United States.

NATIONAL MICROTECH, INC.

P. O. Drawer E
Grenada, MS 38901
(601) 226-8432
(800) 647-6144

Year Established:	1980
Number of Employees:	56
Category:	Manufacturer Distributor
President	Larry W. Ward
Vice President	Garner Joe
Marketing Manager	Bill Stark
Sales Manager	Ken Brown
Component Sales Mgr.	Bryan Virgil
G. M. Service Center	Guy Cayton
C E O	John Grantham

National Microtech, Inc. markets a full line of 'All Apollo Systems' (complete with a three year limited warranty) through our dealer network of Apollo Representatives. We warehouse from Ontario, Canada; Dallas, Texas; Fayetteville, North Carolina; and Grenada, Mississippi. We offer marketing literature, video tapes, audio tapes and other essential dealer support material.

NATIONAL SATELLITE COMMUNICATIONS

21st Century Park
Clifton Park, NY 12065
(518) 383-2211
(800) 833-4485

Year Established:	1980
Number of Employees:	20
Category:	Distributor
President	Jim Di Donato
Marketing Manager	Ronald Bruce
Sales Manager	Sally Di Donato
Technical Director	Jack Hanna
Operations Manager	Mary Mason

National Satellite is a full line TVRO distributor. Complete packages to individual components are available at very competitive prices. Both technical and marketing support is offered at both their New York State and Orlando, Florida locations.

NATIONAL SATELLITE SALES

1110 West J Street
Hastings, NE 68901
(402) 463-2002

Year Established:	1982
Number of Employees:	6
Category:	Distributor
President	Boyd Paulson
Vice President	Theresa Paulson
Marketing Manager	Ken Mott
Sales Manager	Edward Nowicki

Stocking master distributor for Hastings 8' Spun, 10 1/2' and 12' petalized aircraft tempered aluminum permanent antennas. Single pole or triangle base mount, true polar tracking, commercial quality. Auto-Tec, Sat-Tec, Gillaspie, Anderson and Lexor receivers. Full time service and sales road representatives to assit our dealers. Complete service center.

NATROPOLIS INDUSTRIES

5360 So. Cameron 6
Las Vegas, NV 89118
(702) 871-3636

Video Product News™

SATELLITE DIRECTORY 1984 AND BUYER'S GUIDE

THE SOURCE BOOK OF PRODUCTS AND SERVICES FOR THE SATELLITE INDUSTRY

The first of its kind...Completely unlike any directory or buyer's guide you've ever seen. Available in March, 1984 to give you what you need, when you need it, throughout the satellite business.

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For the first time ever, current information on virtually every conceivable product and service for the satellite industry can be found in one place...

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1. **Product Directory** – A to Z coverage of virtually all the products available for the satellite industry. Including Antennas (broken down by types and sizes), Receivers, LNA's, Feed Systems, Actuators, Mounts and Accessories.
2. **Supplier Directory** – Hundreds of specific manufacturers and distributors of satellite products, fully identified with addresses, key individuals to contact and phone numbers.
3. **Satellite Company Profiles** – Expanded listings for many key manufacturers with extensive product descriptions.
4. **Industry Member Cross Reference** – Know someone's name but can't remember which company he works for? This section will find him for you.
5. **Buyers Guide Product Chart** – A graphic display featuring thousands of satellite products along with identification of the sources that supply them.
6. **Distributors** – A geographic breakdown of all satellite distributors with addresses and phone numbers.
7. **Associations** – All the satellite trade associations are listed in this section.
8. **Programming Services** – A special section detailing what satellite programming is available and where to obtain it.
9. **Toll Free Phone Numbers** – A useful money saver, this section lists "at-a-glance" all the 800 watts lines for many satellite manufacturers.
10. **Publications** – All the satellite industry trade publications are listed so that you can contact them for more information.

The 1984 **SATELLITE DIRECTORY AND BUYERS GUIDE** will include just about every source you'd ever want to know about!

The Directory is handsomely bound with sectional tab dividers for quick and easy use.

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I understand that if I'm not fully satisfied with the Directory I can return the book within 30 days for a full refund.

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Signature _____

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☐ Master Card
☐ American Express

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Expires _____

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COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE ( ) _____

Signature _____

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☐ Master Card
☐ American Express

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Expires _____

☐ Enter this on a "standing order" to be sent automatically each year.

NAME _____ TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE ( ) _____

Signature _____

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SATELLITE DIRECTORY
& BUYERS GUIDE

P.O. Box 2772
PALM SPRINGS, CALIFORNIA 92263

Year Established:	1982
Number of Employees:	6
Category:	Manufacturer Distributor Dealer
President	Donald R. Flemino
Marketing Manager	Pat Mono
Sales Manager	Mercy Flemino

Natropolis carries all range of professional wire and cable stripping tools. Also new from the company is the Correction finder focusing tool that sets up satellite dished and feed assemblys right every time. This tool fits in both Boman polarmatic and chaparral polarotors feed horns.

NEC AMERICA/BROADCAST EQUIPMENT DIV.

130 Martin Lane
Elk Grove Village, IL 60007
(312) 640-3792
(800) 323-6656

Year Established:	1963
Number of Employees:	1200
Category:	Manufacturer
President	K. Muroga
Marketing Manager	J. White
Sales Manager	R. Curwin
Div. Vice President	F. D. Fraser
RF Marketing Mgr.	T. Fujiyasu
RF Sales Manager	M. Burleson

The TVRO Model 204 4 GHz receiver system features an LNC with a low noise amplifier using GaAsFET components and maintaining 120 degree Kelvin noise temperature. The receiver-demodulator features a 10-key touch pad for full 24 channel selection with instantaneous random access.

NEMAL ELECTRONICS INT'L

12240 NE 14 Av.
N. Miami, FL 33161
(305) 893-3924

Year Established:	1976
Number of Employees:	4
Category:	Distributor
President	Benjamin L. Nemser

Nemal Electronics Int'l. is a leading distributor of coaxial and multiconductor cable, RF connectors, and SMATV products. In addition to Kings, Amphenol, and Columbia, Nemal offers a private label house brand, offering quality product at a very competitive price level. Nemal also designs and distributes a full line of satellite control cables.

NETCOM INTERNATIONAL

1702 Union Street
San Francisco, CA 94123
(415) 921-1441
(800) 227-5190

Year Established:	1980
Number of Employees:	25
Category:	Distributor
President	William H. Tillson
Exec Vice President	Walt Munro
VP Administration	Lillian Chin
VP Special Projects	Paula Nunes
VP Operations	Kim Vaughan

NETCOM International, 1702 Union St, San Francisco, CA 94123 is corporate headquarters for the NETCOM companie (NETCOM Enterprises, NETCOM Star, NETCOM/TES, NETCOM/Video, Compact/NETCOM, and Upsouth/NETCOM) which offer satellite television networking, transmission and distribution to broadcast networks, cable, teleconference producers, and closed-circuit programmers. Operates 4 transportable uplinks and a nationwide downlink network. Leases 2 satellite transponders and owns or operates fixed east and west coast uplinks and downlinks, both domestic & int'l traffic.

NEVADA SATELLITE TV

P. O. Box 2
Las Vegas, NV 89125
(702) 452-6975

Year Established:	1981
Category:	Distributor
President	Jerry O. Flatt

Master distributor for Gillispie Receivers & LNA'S, Wilson Receivers & Antennas, Titan Receivers, Laux Actuators & LNA's, MTI Actuators, Contental Antennas, Polarators and accessories. Dedicated to service and quality, Nevada Satellite takes the extra steps dealers require and need.

NEWTECH EXECUTIVE SEARCH

65 North Broadway
Salem, NH 03079
(603) 893-5080

Year Established:	1973
Number of Employees:	16
President	Richard Kania

Executive Search for key engineering and marketing personnel in the RF, Microwave, and Satellite Communications Industry.

NEWTON ELECTRONICS

340 East Middlefield Rd.
Mountain View, CA 94043
(415) 967-1473

Year Established:	1981
Category:	Manufacturer
President	Taylor Howard
Chief Operating Off.	Paul Delmonico
Marketing	Jill Shayna Winter

Newton Electronic's GBS2600 Field Model TVRO Test Generator is a field model TVRO test generator providing instant verification of system performance and individual components by broadcasting video color bar test signals at 4GHz, 70 MHz, & video. Satellite audio is provided in both mono & stero formats. The 2600 is versatile & easy to use. The extensive variety of signal outputs permit rapid diagnosis of a 'non-working' system. Service & installation time is reduced from hours to minutes, gives the dealer more selling time.

NORTHEAST MISSISSIPPI SUPPLY COMPANY

P. O. Box 27
Belmont, MS 38827
(601) 454-9205

Year Established:	1978
Number of Employees:	9
Category:	Manufacturer
President	Mark Jackel
Vice President	Jacqueline Moore
Marketing Manager	Bambi Jackel
Sales Manager	Charles Moore

Rapid Rock is a pourable fast setting cement that sets completely in 20 minutes, even in subfreezing temperatures down to 20 degrees F. Controlled expansion enables Rapid Rock to develop locked in adhesion which can withstand loads in excess of 10,000 PSI. Tensile pullout strength is 29,000 lbs.

NORTHWEST SATLABS

806 NW 4th St.
Corvallis, OR 97330
(503) 754-1136

Year Established:	1980
Category:	Manufacturer
President	Jeffrey L. Smiley
Vice President	Jack D. Slater Jr.
Chief Engineer	James P. Karbowski

Northwest Satlabs manufacturers high quality satellite television reception and test equipment, including the TWEAKER-the worlds most popular low priced satellite antenna tuning device. Most recently unveiled was the COSMOS II Automatic Satellite Receiver with some of the most innovative features in the industry, such as Automatic Signal Seeking Polarity.

ODYSSEY SATELLITE SYSTEMS, INC.

3150 Skokie Valley Rd.
Highland Park, IL 60035
(312) 432-0759

Year Established:	1983
Number of Employees:	12
Category:	Manufacturer Distributor
President	Arthur L. Sikking
Vice President	Terry W. Sanders
Marketing Manager	Maria Gibson
Sales Manager	Graeme Campbell
Accounting	Hermeoni Gibson
Technician	Robert Metz
Technician	Sean Hughes
Technician	Michael Hughes

Odyssey represents the following manufacturers as a master distributor: Dexcel/Gould Inc., KLM, Drake, Chaparral, Luxor, Sat-Tec, United Satellite Systems, DX Antenna, TDF Corporation/Eclipse Motordrives, Kaul Tronics, Inc. & Janeil.

OMAX ELECTRONICS

P. O. Box 235
Boystown, NE 68010
(402) 551-7577

Year Established:	1979
Number of Employees:	5
Category:	Distributor
President	Tim Daugherty
Marketing Manager	Dave Halperin
General Manager	Jim Baber

Midwest distribution for Gould/Dexel products including receivers, LNA's, LNC's, as well as national distribution for Selectview Antennas, mounts, poles and actuators.

OMEGA SATELLITE ANTENNA SYSTEMS

925 North Central
Medford, OR 97501
(503) 772-9227

Category:	Manufacturer
President	Frank Surma
Marketing Manager	T. Masler
Sales Manager	Richard Fox

Manufacturers of OMEGA 1100 Aluminum Satellite TV Antenna, a high quality moderately priced round parabolic aluminum mesh dish with single steel base, true polar mount, adjustable declination. Assembles in less than one hour. Six individual reflector segments are interchangeable and field replaceable. Two year factory warranty.

OMEGA SYSTEMS, INC.

P. O. Box 419
Divide, CO 80814
(303) 687-3624

Number of Employees:	6
Category:	Manufacturer
President	Knut Larsen
Vice President	David Paulk
Marketing Manager	Vicki H. Woolbright

Telsat east
a subsidiary of
Shenandoah Valley Satellites, Inc.
1515 Shenandoah Avenue / Front Royal, Virginia 22630
Telephone (703) 636-1068 or 636-1777

MASTER DISTRIBUTORS FOR:
- Intersat
- MTI
- Boman
- Continental
- SVS Dishes
- Locom
- DX
- Nemal Wire

10, 12, 16 and 24 ft. DISHES AVAILABLE

PIONEER MEMBER OF SPACE

The most unusual antenna on the market. Performs like a good 9 1/2' - but only measures 8', two degree beam width! Patent Pending on special materials and process which virtually eliminates expansion/contraction problems. Eight section shippable. Unusually fast and easy assembly. Distributors desired.

OPEN SKY SATELLITE TELEVISION INC.

445 Stradbrook St.
Winnipeg, Manitoba, Canada R3L 0J7
(204) 477-1824

Year Established: 1981
Number of Employees: 20

President Martin O'Connor
Marketing Manager Ken Yee
Director Bonnie L. Cleven

Open Sky designs, manufactures, distributes and retails satellite television systems to Canada and USA. Open Sky's prime objective is to establish dealership's throughout Canada.

OTTAWA SATELLITE SYSTEMS

10 Berkshire Way
Nepean, Ontario, Canada K2J 2B2
(613) 829-2920

Year Established: 1983
Number of Employees: 3
Category: Dealer

President Mark S. Champagne
Vice President Ginette Champagne

Retail dealer for various antenna manufacturers, Luxor, Drake, Automation Techniques, USS Maspro, Satellite America receivers. MTI, Houston satellite actuators. California AMP and Drake LNA.

PARACOM INTERNATIONAL

P. O. Box 9455
Ogden, UT 84409
(801) 731-5210

Year Established: 1981
Number of Employees: 20
Category: Manufacturer

President Thomas L. Hargreaves
Marketing Manager Wayne R. Price

Manufacturer of 10' perforated steel satellite antennas. Our antennas are sectional, easy to ship and simple to assemble. Engineered for durability and longevity in the most extreme weather conditions.

PARADIGM MANUFACTURING INC.

3711 Meadowview Dr.
Redding, CA 96002
(916) 365-9131

Year Established: 1981
Number of Employees: 186
Category: Manufacturer

President David P. Johnson
Vice President Mike Andrews
Marketing Manager Bruce Merrill
Sales Manager Max Schreiber
General Manager Jack Connelly

The popular 'Paraclipse', high performance satellite antenna is manufactured by Paradigm Mfg., Inc. The welded aluminum rib and ring trust system created by Paradigm Mfg., Inc. leads the TVRO industry as the state-of-the-art in current mesh antenna design. Sold and serviced by a nationwide network of highly qualified distributors.

PARAMOUNT SATELLITE SYSTEMS, INC.

910 Kensington
Missoula, MT 59801
(406) 728-0647

Year Established: 1980
Number of Employees: 15
Category: Manufacturer
Distributor
Dealer

President Ron Morgan
Marketing Manager Peter Crago

Manufacturer's distributors home TVRO single-multi drilling systems, custom engineered systems - 2 meter to 10 meter - commercial head end equipment - sales, installation, custom design and service

PATMAR TECHNOLOGIES

6 Claremont Rd.
Bernardsville, NJ 07924
(201) 766-4408
(800) 331-8900

Year Established: 1975
Number of Employees: 20
Category: Manufacturer
Distributor
Association

President Peter C. Sutro
Vice President William B. Heavener

Patmar Technologies, Inc. specializes in providing turnkey systems and engineering for the SMATV industry to apartment houses, hotels, motels, etc. It also distributes TVRO equipment for the home market.

PAULLIN INDUSTRIES

1446 State Route 60
Ashland, OH 44805
(419) 289-2228
(800) 821-7384

Year Established: 1982
Number of Employees: 5
Category: Manufacturer

Owner Dale Paullin

We create, design, and manufacture weather-resistant neoprine covers for LNAs, down converters, motor boats, and actuators (drives). Universal limit switches in insulated brackets, can be used on all standard actuators, and a feed horn alignment tool are also manu- factured by our company. In addition, special prototypes are developed for special needs.

PDQ SATELLITE PRODUCTS

1108 Harpeth Industrial Court
Franklin, TN 37064
(615) 791-124
(800) 238-3232

Year Established: 1983
Category: Distributor

President F. Thomas Cozart
C.E.O Tommy Tow

PDQ carries top name satellite equipment such as Transtar Antennas and mounts (fiberglass and wire mesh), MTI, Cal. Amp. Automation Techniques, Chaparral, Seavey, Sat-Pak, Blonder-Tongue, with 24 hour shipping and full dealer support.

PENTEC-MTI

2351 South 2300 West
Salt Lake City, UT 84119
(801) 972-4817

Year Established: 1974
Number of Employees: 120
Category: Manufacturer

President James S. Pendleton
Vice President Royal Lamb
Sales Manager Jim Collins
Chairman of the Board Enrique Moreno
Advertising Director Sherrie L. Huber

The new MTI2800 (Stardrive) is a non-programmable antenna positioner that is designed for high quality and high performance. The Stardrive is easy to operate and attractively designed with a 1 inch high LED readout. Also available is an infrared hand-held remote control. The MTI distinct product line includes: The MTI2100 (Starchaser) programmable antenna positioner, the MTI2200 video receiver, the MTI5000 video receiver and manual antenna positioner unit.

PHENIX

Box 950 Tara Office Park
Kimberling City, MO 65686
(417) 739-2291
(800) 641-4444

Year Established: 16
Number of Employees: 127
Category: Manufacturer

President Dale Bevelot
Marketing Manager Mark Lett

A computer-chip operated actuator that features: 1. Fingertip Operation - pressure sensitive faceplate button automatically actuates the satellite dish. 2. TTL Computer Chip - for non-volatile memory. 3. Lock Out Code 4. Self-testing Feature 5. Electronic Switching - no relays to fail. 6. Thermal Breaker - no fuses. 7. Metal Case - stops RF broadcating interference. 8. Wave Solder - eliminates cold solder joints. 9. Satellite Assignment-by name,not number.

PINZONE COMMMUNICATIONS PRODUCTS, INC.

10142 Fairmount Rd.
Newbury, OH 44065
(304) 296-4493

Year Established: 1971
Number of Employees: 29
Category: Manufacturer
Distributor

President Basil F. Pinzone Jr.
Vice President Frank Murzynski
Marketing Manager Greg Kenney
Sales Manager Herb Schoenbohm
Spec. Proj. Director James Toohig
Systems Engineer Dr. Jim Corum

Pinzone Communications supplies complete Uplink and Downlink networks and systems for the broadcast and professional satellite industry. Pinzone manufactures the model 8250 and 8210 satellite receiver - a dual conversion receiver with 7db threshold at 100% modulation. Options include BCD remote control, DTF control. Systems up to 180 meters.

POWELLS TV SATELLITE SYSTEMS

611 South Market St.
Lancaster, SC 29720
(803) 285-5887

Year Established: 1965
Number of Employees: 4
Category: Distributor
Dealer

President Bobby L. Powell

PRE-VUE PUBLICATIONS

1115 Grand Ave.
Billings, MT 59102
(406) 259-9067

Year Established: 1969
Number of Employees: 14
Category: Publisher

President	Virginia B. Hansen
Vice President	Valerie V. Hansen
Marketing Manager	Gayle DeAngelis
Circulation Manager	Harriett Buckman

Home Satellite T.V. Pre-Vue is a weekly guide for satellite television viewers. The focus is on the consumer with schedules printed in two time zones only, in two editions. Three subscription options available to dealers. Customer subscription $39.75/yr.

PRECISION SATELLITE SYSTEMS

Rt 2 Box 117A
Oakley, KS 67748
(913) 672-3247
(800) HOT-DISH

Year Established:	1979
Number of Employees:	12
Category:	Manufacturer Distributor
Owner	Darryl Van Kirk
National Sales Manager	John A. Peters
Assistant Manager	Jack Stoll
Operations	Boyd Bland

Precision Satellite Systems manufactures 10 ft fiberglass dishes, focal finders (tm), RE213 cables, one run cable as well as being master dis- tributor for Wilson, General Instruments, MTI, Chaparral, tools, cables, and accessories. Precision has toll free watt lines and two locations to serve you; Florida and Kansas. Distributor pricing and complete catalog available upon request.

PROFESSIONAL MANUFACTURERS INDUSTRIES, INC.

700 Huron Street
Memphis, TN 38107
(901) 525-2323
(800) 326-6567

Year Established:	1979
Number of Employees:	35
Category:	Manufacturer Distributor
President	Maurice C. George
Vice President	Keith W. Calton
Technical Engrs.	Jerry Rowan

Professional Manufacturer's Inc.'s primary objective is to produce satellite antenna systems and mechanical packages with the qualities of workmanship and materials that would set a standard for the industry. P.M.I. Inc. believes that quality today is the only means of realizing long term dividends in performance and dependable service in the years ahead.

PROFESSIONAL SATELLITE SYSTEMS

467 Edwin Drive
Virginia Beach, VA 23462
(804) 497-0026

Year Established:	1984
Number of Employees:	5
President	Fred Poteet
Vice President	Ernie Hux
Sales Manager	Richard Mincer
Marketing V.P.	Charles Stanton

Home satellite dealer and major distributor for General Instruments Systems,; Conifer, Intersat, Prodelin, Comtech Antennas; DBS sales, installation and service. Major service area is a 125 mile radius from Tidewater, Virginia.

PROFESSIONAL VIDEO SYSTEMS, INC.

P. O. Box 877 (RR3)
Mattoon, IL 61938
(217) 235-3508

Year Established:	1980
Number of Employees:	7
Category:	Distributor
President	James Hanely
Vice President	Sandra Hanely
Marketing Manager	Joe Evans

Professional Video Systems is a regional full service distributor offering complete dealer training, installation assistance, and service after the sale. P.V.S. sells only a select line of products that we personally test.

QUADRALITE INC

114 West Corsicana
Athens, TX 75751
(800) 527-7130

Year Established:	1983
Number of Employees:	12
Category:	Manufacturer
President	Lloyd Tucker
Vice President	Jerry L. Moore
Marketing Manager	Rick Eye
Sales Manager	Ron Green

QUANTUM ASSOCIATES

Airport Road, Box 21
Alpine, WY 83128
(307) 653-7500

Year Established:	1979
Number of Employees:	5
Category:	Manufacturer
President	Arnold A. Gaub

Remote programmable satellite scanner

QUARLES SATELLITE SYSTEMS INC.

P.O. Box 1367, 1616 Calhoun Rd.
Greenwood, SC 29646
(803) 229-3638
(800) 845-6952

Year Established:	1982
Number of Employees:	9
Category:	Distributor
President	Lloyd W. Quarles Jr.
Marketing Manager	Mike Bain
Sales Manager	James T. Stamey

We distribute KLM, Luxor, Prodelin, Paraclipse, Tracker, Dexcel, Avantek, ACM, Wilson, Janeil, California Amplifier, DX, Intersat.

R. L. DRAKE COMPANY

540 Richard Street
Miamisburg, OH 45342
(513) 866-2421

Year Established:	1942
Category:	Manufacturer
President	Peter W. Drake
Vice President	Ronald E. Wysong
Marketing Manager	Joe Shafer
Sales Manager	Michael R. Brubaker

The R. L. Drake Company manufacturers satellite receivers for both private and commercial use, low noise amplifiers, stero decoders, antenna positioners, video selectors and intereference filters. The R.L. Drake Company has maufactured a broad line of communications electronics for over forty years.

RALPH KOLB SONS CO. INC.

516 Irwin St.
Dayton, OH 45403
(513) 258-8085

Year Established:	1983
Number of Employees:	15
Category:	Manufacturer
President	Dennis D. Kolb
Vice President	Richard D. Kolb
Sales Manager	Donald King

We manufacture well designed, quality built, sensibly priced polar mounts in three basic sizes. ACCV-TRAK 80, for 6' to 9' reflectors, ACC-TRAK 100, for 10' dishes, and ACCV-TRAK 100x for 10' and 12' antennas. We design with the installer in mind.

RANGER ANTENNA MFG.

1961 SE N St.
Grants Pass, OR 97526
(503) 474-6050

Year Established:	1981
Number of Employees:	75
Category:	Manufacturer
President	Michael R. Portus
Vice President	Robert A. Portus
Marketing Manager	Les Addison
Finance Mgr.	Sandy Miller
Quality Control	Gene Miller

Development and manufacturer of satellite dishes, feeds and mounting systems. Products - 11' solid and mesh dishes, 9' solid dish, and soon to be unveiled line of solid and mesh dishes at prices that will shake the TVRO industry. All UPS or air shippable.

RAYCHEM CORPORATION

300 Constitution Drive
Menlo Park, CA 94025
(415) 361-2361

Year Established:	1957
Number of Employees:	4000
Category:	Manufacturer
President	Robert M. Halperin
Vice President	William A. Berry
Marketing Manager	David C. Woodward
Marketing Coordinator	Jean S. Spencer
Chairman of the Board	Paul M. Cook

ThermoLimit Self-Regulating Heaters for deicing dish antennas self-regulate their heat output at every point along their length. As the temperature drops, heat output increases; as the temperature rises, heat output decreases, automatically without external controls.

RECREATIONAL SPORTS & IMPORTS, INC.

2436 North Woodruff
Idaho Falls, ID 83401
(208) 523-5721

Year Established:	1969
Number of Employees:	14
Category:	Distributor
Sales Manager	Lee Taylor
Sales Representative	Mark Andersen
Sales Representative	Dick White

RSI is an experienced, broad line distributor for complete TVRO's and components: including USS/Maspro, Dexcel, KLM, MTI, Gillaspie, Sattec, Macom/Prodelin, Janiel and Jensen. RSI also offers extensive technical guidance for their dealers.

REGENCY ELECTRONICS

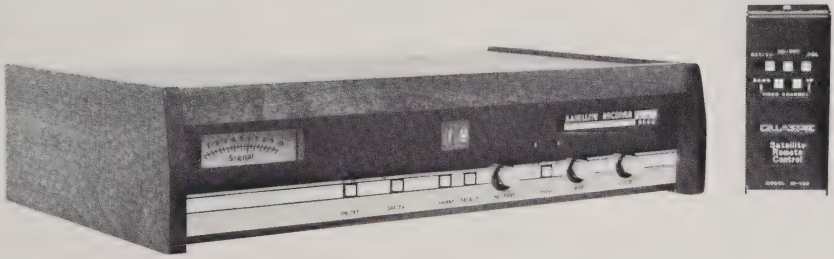
7707 Records St.
Indianapolis, IN 46226
(317) 545-4281

Year Established:	1946
Number of Employees:	1800
Category:	Manufacturer

Gillaspie 9600

Micro Processor Controlled Satellite Receiver

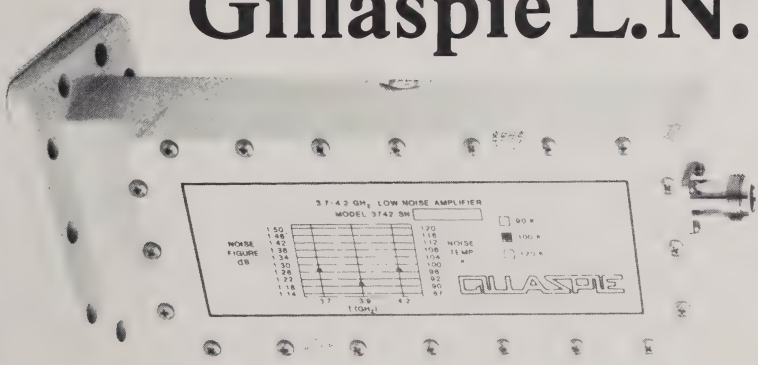
with wireless remote



- Clear sharp pictures
- Automatic Feed Rotation Control
- Built-in Satellite TV Switch
- Super Reliability
- Channel 3 - 4 Switchable Modulator
- Fine Wood Cabinet with Distinctive Styling

DEALER AND DISTRIBUTOR INQUIRIES WELCOME!

Gillaspie L.N.A.



Low Noise Amplifier

Model # GLN-3742

- Full Band Coverage (3.7 GHz – 4.2 GHz)
- 100°K Max. Noise Temperature (GLN - 3742 - 100)
- 120°K Max. Noise Temperature (GLN - 3742 - 120)
- 50 db Gain (typical)
- DC Bias at 15v to 28v (150 mA max)
- CPR 229 Waveguide Input
- Input VSWR 1.3 – Output VSWR 1.5
- Single "N" Female Connector for RF Output & DC Bias
- Compact Design 3.1″ x 3.9″ x 8.4″
- Hermetically sealed
- Replaces any TVRO LNA
- 1 Year Warranty

DEALER AND DISTRIBUTOR INQUIRIES WELCOMED

NEVADA SATELLITE 702 · 452-5509

P.O. Box 2 — Las Vegas, Nevada 89125

Marketing Manager	Steve Crum
Sales Manager	Jeff Vicars

Complete TVRO systems consisting of 2 receivers, 90 inch marine grade spun aluminum dish, 95 degree LNA, programmable motorized dish drive, and video switcher.

RENFRO ENTERPRISES INC
Rt. 1, Box 111
Macon, IL 61544
(800) 637-1552

Year Established:	1977
Number of Employees:	20
Category:	Distributor
President	Ken Renfro
Marketing Manager	Stan Evans
Sales Manager	Kevin Wyne

Master distributor of Scientific-Atlanta TVRO equipment. Renfro Enterprises does turnkey installation for commercial systems throughout the United States. Renfro Enterprises carries inventory of Scientific-Atlanta equipment for quantity discounts. Renfro Enterprises has 6 years satellite experience.

RICHMOND MFG. CO.
P. O. Box 188
Ashland, OH 44805
(419) 869-7107
(800) 742-4663

Year Established:	1962
Number of Employees:	35
Category:	Manufacturer
President	Albert Richmond
Vice President	Evelyn Richmond
Sales Manager	Michael Albers

Antenna Mounts, Polorotor Mounts, Antenna Trailers, Cable Laying Equipment, Pipe Pushers, Underground Boring Equipment

RODGERS COMPANY
P.O. Box R, Pomona Lake Airport
Lyndon, KS 66451
(913) 828-3576

Year Established:	1983
Number of Employees:	12
Category:	Manufacturer Distributor
President	Roy E. Rodgers
Vice President	Gregory N. Rodgers
Sales Manager	Ken Butler

We operate as a distributor for many major brand products lines. We manufacture polar mounts and the E2 ONE mobile Satellite system. The E2 ONE Mobile Satellite system. The E2 ONE is a Trailer designed to lift, transport and install a one ton concrete slab with a SAT system attached. An E2 ONE saves much time and labor.

ROSS ELECTRONICS INC
255 Madison Ave.
Red Bluff, CA 96080
(916) 529-0200

Year Established:	1970
Number of Employees:	46
Category:	Manufacturer Distributor
President	V. Duane Ross
Vice President	Richard Ross

ROUSH ELECTRONICS
109 Highland Dr.
Beaver, PA 15009
(412) 775-1779

Year Established:	1972
Number of Employees:	4
Category:	Distributor
President	Eleanor Roush
Sales Manager	Tom Roush

We carry a complete line of satellite equipment featuring a 4 pc. injection moulded 10' fiberglass antenna with our own heavy duty steel polor mount. Our complete line includes U/V antennas, rotors and related MATV equipment compatible with the satellite industry.

S.R.C. INDUSTRIES
773 So. Oregon St.
Ontario, OR 97914
(503) 889-7261

Year Established:	1975
Number of Employees:	18
Category:	Manufacturer Distributor
President	Stan E. Leaf
Vice President	Stephen K. Barker
Sales Manager	Wayne Pollock
Sales	Dave Hutchinson

Manufacturer of spun aluminum antennas and polar mounts. Distributor of all electronic components, established distributor of consumer electronics for 9 years.

SAT PAK WIRE COMPANY
1837 N Canal Blvd.
Redmond, OR 97756
(503) 923-0467
(800) 922-0911

Year Established:	1982
Number of Employees:	10
Category:	Manufacturer
President	Steven R. Sheppherd
Vice President	Peter White
Marketing Manager	Spike Jones
Sales Manager	Jack Cooper

Sat-Pak manufacturers the finest LNA cables in the industry. Constructed of Belden cable, solder on connectors and colorful weather boot. Sat-Pak LNA cables have become an industry standard. Sat-Pak also carries wire, connectors, switches and other accessories.

SAT TIME
P.O. Box 3057
Aspen, CO 81612
(303) 920-2400

Year Established:	1982
Number of Employees:	3
Broker	Steve Collin
Broker	Susan Capiel
Broker	Andre Schwegler

Independent transponders brokers representing over 20 owners of time on all satellites for ocassional or long term time. Coordination of local loops, and fixed or transportable uplinks. No charge to the buyer as all fees are paid by owners of facilities.

SAT-TEC SALES INC.
2575 Baird Rd.
Penfield, NY 14526
(716) 586-3950

Year Established:	1976
Number of Employees:	50
Category:	Manufacturer
President	John Ramsey
Vice President	Portus Barlow

SAT-TEC is the leader in affordable satellite TV. Manufacturing components that were affordable and reliable. SAT-TEC stayed in the forefront of the satellite industry by manufacturing components that would be within the reach of the ordinary consumer. Manufactured products include receivers, stereo demodulators and downconverters.

SATCO USA
834 Cookson Ave., SE
New Philadelphia, OH 44663
(216) 339-7779
(800) 362-8619
(800) 362-6781 OH

Year Established:	1979
Number of Employees:	16
Category:	Distributor
President	Vern Crosier
Marketing Manager	Rick Briggs
Nat'l Sales Manager	Bruce Williams
Ohio Reg. Sales Mgr.	Dave Crosier

SATCO, INC.
6309 Pinehurst Rd.
Baltimore, MD 21212
(301) 377-4186

Year Established:	1983
Number of Employees:	5
Category:	Dealer
President	Frank W. Toohey Jr.
Marketing Manager	Richard B. Hilgartner

SATCO, Inc. is a retailer and installer of TVRO Earth Station Systems in the greater Baltimore area and surrounding counties.

SATELLITE AMERICA MARKETING, INC.
P.O. Box 268
Grenada, MS 38901
(601) 227-1820

Year Established:	1982
Number of Employees:	30
Category:	Distributor
President	Bill Ferguson
Vice President	Wayne Gaines
Marketing Manager	Christy Fowler
Sales Manager	Don Vance

Sell complete satellite systems and all accessories. Also have retail stores for sale and installation of all equipment.

SATELLITE ANTENNA'S WEST
13535 Crenshaw Blvd.
Hawthorne, CA 90250
(213) 973-8489

Category:	Manufacturer Dealer
President	James Bright

We manufacture Brand X actuator systems. A new low cost East-West control type with satellite location indicator. Unique fine tuning button for precise location of satellite.

SATELLITE BUSINESS
P.O. Box 2772
Palm Springs, CA 92263
(619) 323-2000

Year Established:	1983
Number of Employees:	18
Category:	Publisher
Editor-Publisher	Steve Tolin
Vice President	Jeff Dubin
Associate Publisher	John Stone
General Manager	Carolyn Patten
Production Manager	Cindy Boyer

Satellite Business newspaper focuses 100% of its editorial on the needs of the satellite dealer. The editorial edge of Satellite Business is on- target coverage, journalistic quality, credibility, prestige

HERE COME THE CENTURIONS!

All the known world respected the Roman army, led by the Centurions commanding legions of 100 soldiers. Selected for their courage and reliability, the Centurions rose from the ranks to prominence and leadership.

The Cayson Centurion 2001, like its namesake, is revered for its strength, reliability and stamina.

Perhaps no other antenna manufacturer has more antennas operational in the marketplace than Cayson. Join the Cayson legions and enjoy the legend of the Centurions.

The 21st Century is the century of the Centurions. . . . . **The Cayson Centurion 2001!**

CAYSON

Cayson Electronics, Inc.

Rt. 3, Box 160
Fulton, MS 38843

Call Toll Free:
1-800-892-4916 (for dealers only)

In Mississippi:
601 862-2132

and reader involvement. Important business and product trends, news and developments are analyzed and reported to disclose their impact on all segments of the satellite industry.

SATELLITE COMMUNICATIONS MAGAZINE

6530 S. Yosemite St.
Englewood, CO 80111
(303) 694-1522

Year Established:	1977
Number of Employees:	6
Category:	Publisher
Publisher	Irl Marshall
Associate Ed.	Cheryl Carpinello
Assistant Ed.	Laurie Noble
Account Executives	Melissa Mayer
Account Executives	Kevin McCarthy
Executive Assistant	Karen Wuenker

Satellite Communications is the only magazine devoted exclusively to the news, applications and technology of space telecommunications. The editorial content centers on the issues and developments of the satellite communications industry. Satellite Communications also sponsors the annual Satellite Communications Users Conference, now entering its sixth year. The role of the convention is to obtain and share the most up-to-date information on what is happening in the industry.

SATELLITE DATA, INC.

541 Main St.
S. Weymouth, MA 02190
(617) 337-5203

Year Established:	1981
Number of Employees:	12
Category:	Distributor Dealer
President	Victor H. Pomper
Marketing Manager	James Clark
Sales Manager	Richard Harrison

SMATV and TVRO equipment and installations.

SATELLITE DIRECTORY & BUYER'S GUIDE

P.O. Box 2772
Palm Springs, CA 92263
(619) 323-2000

Year Established:	1981
Number of Employees:	18
Category:	Publisher
Editor-Publisher	Steve Tolin
Vice President	Jeff Dubin
Advertising Manager	John Stone
National Ad Manager	Jim Bender
Account Executive	Mike Murashko
General Manager	Carolyn Patten
Production Manager	Cindy Boyer

The 1984 Satellite Directory & Buyer's Guide is the number one reference source used by the decision-makers who buy satellite products. It lists virtually every product and service in the industry and the companies that supply them. Ten separate sec- tions make it easy for the dealer to find exactly what he needs.

SATELLITE DOWNLINK

410 N. Pine St.
Patchogue, NY 11772
(516) 654-1083

Year Established:	1982
Number of Employees:	4
Category:	Dealer
President	Robert G. Shelton

Satellite Downlink provides comprehensive consulting services providing our customer base with site planning, in-house and field studies of Terrestrial Microwave, installations services, video teleconferencing with transportable downlinks, and portable Microwave Links. In addition to our Turnkey installation services we provide consulations services related to each segment, or fault location and repair on field maintenance services.

SATELLITE EARTH STATIONS

Hwy 13
Mamdu, LA 70554
(318) 468-2201
(800) 762-2110 National
(800) 252-3307 LA

Year Established:	1980
Number of Employees:	16
Category:	Manufacturer Distributor
Owners	Joseph W. & Millie Fontenot
Sales Manager	Manuel Elwade
Sales Manager	Johnny Fusellier
Executive Secretary	Jean Watson

We manufacture our own 10 ft. 4 pc. antenna with mount and front end. We carry 7 different antennas manufactured by other companies. Our receivers Dexcel, Luxar, KLM, Janeil, MTI, Accerators MTI. Feeds by Chapparel and all accessories relating to TVRO systems. We have a national network of dealers. We are an authorized service center for all our product lines. Prompt service and very adequate inventory.

SATELLITE ELECTRONICS INTERNATIONAL INC.

960 Matley Ln., 1
Reno, NV 89502
(702) 329-6611
(800) 321-9335

Year Established:	1983
Number of Employees:	13
Category:	Distributor
President	Bob Godfrey
Vice President	Van Ness Hansen
Marketing Manager	Lew Poulsen
Sales Manager	Howard Merrell

SATELLITE FINANCIAL PLANNING CORP.

1000 Century Plaza Suite 320
Columbia, MD 21044
(301) 964-1990
(800) 932-DISH

President	William H. Young III
Vice President	Larry W. James

Satellite Financial Planning Corp. provides 100% bank rate fi- nancing for TVRO systems and related entertainment equipment. In addition, a three yaar extended limited warranty protection plan covering allparts and labor for the TVRO systems is avail- able. SFPC's services are available nationally by calling 800-932-DISH

SATELLITE GROUND COMPONENTS, INC.

480 Easy Street, Suite 3
Simi Valley, CA 93065
(805) 583-4818

Year Established:	1982
Number of Employees:	23
Category:	Manufacturer
President	Max Cherubin
Vice President	Ed Gray
Sales Rep. So. Calif.	Alie Jameson

S.G.C. manufacturers Microwave Components for TVRO. 50dB & 60dB Isolators, 2,4&8-Way Power Dividers, 2,4&8-Way Power Dividers with D.C. Power Insertion Blocks, D.C. Power Insertion Blocks, D.C. Blocks, 50 ohm Terminations, 50 ohm Terminations with built in D.C. Block, Coaxial Relays, Polafeed-Polarizer & Cable Assemblies.

THE SATELLITE GROUP, INC.

2457 Aloma Ave.
Winter Park, Fl 32792
(305) 671-2175

Year Established:	1981
Number of Employees:	25
President	Rose H. Smith
Vice President	F.S. (Buddy) Winsett

Build and operate transportable and permanent TX-RX systems. Also manufacture TX-RX systems for clients other than ourselves. Con- struct SCPC networks and coordinate teleconferences.

SATELLITE INTERNATIONAL

295 East 2nd Avenue
Vancouver, BC, Canada
(604) 873-3514

Year Established:	1982
Number of Employees:	10
Category:	Distributor
Sales Manager	A. Crawford

Importer of high gain low noise amplifiers and other electronic components from Japan and Korea. Exclusive distributor of revolutionary fox plastic antennas.

SATELLITE INTERNATIONAL

504 Unit 3 Iroquois Shore Rd.
Oakville, Ont., Canada
(416) 842-2877

Year Established:	1978
Number of Employees:	10
Category:	Manufacturer Distributor
President	Michael Seebeck
Marketing Manager	Barry Crosgrove

THE SATELLITE LINK INC.

303 SW 76 Terr
N. Lauderdale, FL 33068
(305) 726-4706

Year Established:	1982
Number of Employees:	12
Category:	Distributor Dealer
President	Frank Abruzzo
Vice President	Jane Abruzzo
Chief Engineer	Steve Friedah
Chief Technician	Alli Lake

We are also dealers selling mainly in South Florida and through out the Caribbean and Central and South America using mesh design antennas.

SATELLITE MASTER/ WESLEY INDUSTRIES INC.

1000 N. Breckenridge Ave. P.O. Box 847
Breckenridge, TX 76024
(817) 559-3300

Year Established:	1982
Number of Employees:	15
Category:	Manufacturer Distributor
President	Wesley Frank
Vice President	B. C. Hosch
Marketing Manager	Carl W. Rosignol
Sales Manager	Carl W. Rosignol

Manufacturer of motorized AZ/EL and Polar worm gear drive mounts and hardware to fit most

antennae now in production. Also, manufacturer of LED manual and auto tracking systems in 115 V DC and 36 V DC. All products are shipped fully assembled and wired with limit switches.

SATELLITE RECEIVERS LTD.

1740 Cofrin Ave.
Green Bay, WI 54302
(414) 432-5777

Year Established:	1981
Number of Employees:	8
Category:	Distributor

President	David R. Charles
Vice President	Dan Schanock
Marketing Manager	Linda Thornton
Sales Manager	Frank Slater

We are a Distributor for WI., MI., IL., IA., and IN. In stock we carry, the industry standard Ma/Com Prodelin 10' antenna, Ma/Com equipment, MTI, Sat Tec, Intersat, Luxor, Drake, and Comm Scope Cable. We process orders in 24 hours and exchange turnover in 48 hours. SMATV - CATV Quality, reliable, cost effective service.

SATELLITE RECEPTION SYSTEMS, INC.

145 North Columbus Road
Athens, OH 45701
(614) 594-2524
(800) 592-1957 OH
(800) 592-1956 National

Year Established:	1980
Number of Employees:	40
Category:	Manufacturer Distributor Dealer Publisher

President	Walter J. Everett
Marketing Manager	Connie Willett
Sales Manager	Robert Virden Jr.
Financial Manager	Glenn Hunter
Operations Manager	Timothy T. Goodall
General Manager	Bradley J. Berson
Sr. Sales Rep.	Joseph Strassman
Technical Manager	Thomas Zehr

SRS is a full-service, full-line distributor of the finest TVRO equipment, providing all the extras that keep dealers coming back. Having been in business four years, they have a staff of 40 employees working in Athens and Columbus, with more locations planned. They also publish the industry newsletter, 'Birdseye'.

SATELLITE RELAY

11211 Sorrento Valley Road
San Diego, CA 92121
(619) 458-1000

Year Established:	1981
Number of Employees:	7
Category:	Distributor

President	James Kunisch
Vice President	Charles Cena
Marketing Manager	Jonathon Donahue
Project Manager	Fred Voorhees

Maintaining offices in the San Diego area for over three years, SATELLITE RELAY is a factory authorized distributor for Houston Satellite Systems Tracker IV, and distributes products by Avcom, Drake, M/A-COM, Prodelin, Danex, Chapparral, USS Maspro and others. SATELLITE RELAY also distributes their own line of cordless controls for 'anywhere' dish or channel change capability. SATELLITE RELAY specializes in applications assistance to its dealers.

SATELLITE SALES & MFG.

201 Industrial Dr., P. O. Box 881
Richland Station
Richland, MS 39218
(601) 932-5715

Year Established:	1982
Number of Employees:	10
Category:	Manufacturer

President	James H. Walton Jr.
Vice President	Lori Dyar
Marketing Manager	Paul D. Smith
Sales Manager	Mike Smith

We manufacture heavy fiberglass dishes and steel stands.

SATELLITE SALES INC.

688-D Alpha Dr.
Cleveland, OH 44040
(216) 461-0000
(800) 321-1188
(800) 321-1245 OH

Year Established:	1982
Number of Employees:	25
Category:	Distributor

President	Allan J. Weltman
Vice President	Judy Weltman
Sales Manager	Michael Balas

SATELLITE SYSTEMS CORPORATION

467 Edwin Drive
Virginia Beach, VA 23462
(804) 497-3553

Year Established:	1981
Number of Employees:	25

President	Fred Poteet
Vice President	Ernie Hus
Sales Manager	Sanford Jones
Marketing V.P.	Charles Stanton

Systems designer and installer nationwide of satellite earth stations. Specializing in uplinks, downlinks rentals, installation and service: SMATV MATV, Digital Data transmissions, Microwave design and installation. Major installer of radio satellite networks. (Over 2,500 installed)

SATELLITE SYSTEMS LTD./ DIV. OF NUWEST VIDEO LTD.

5330 Imperial Street
Burnaby, BC, Canada V5J 1E6
(604) 430-4040

Year Established:	1976
Number of Employees:	18

Exclusive!

SATELLITE CONTROL CABLE

3 TYPES AVAILABLE!!!

TYPE 1
(General Purpose)
1 — RG59/U 96% Copper Braid
5 @ 22-Gauge
2 @ 22-Gauge Shielded plus Tinned Copper Drain Wire
2 @ 18-Gauge

TYPE 2
(MTI)
1 — RG59/U 96% Copper Braid
2 @ 12-Gauge
3 @ 18-Gauge
3 @ 20-Gauge Shielded plus Tinned Copper Drain Wire
3 @ 22-Gauge Shielded plus Tinned Copper Drain Wire

TYPE 3
(Intersat)
2 —RG59/U 96% Copper Braid
2 @ 12-Gauge
6 @ 18-Gauge
3 @ 22-Gauge Shielded plus Tinned Copper Drain Wire

AVAILABLE IN 250-500-1000 FT. ROLLS OR BY THE FOOT

Designed for easy, one-step installation, providing the required cables for most earth station equipment . . . all in a direct burial jacket.

Only Nemal offers the quality construction RG59/U copper shielding made to mil spec JAN C-17, 12-gauge conductors, tinned copper drain wires, and a true direct burial jacket.

NEMAL ELECTRONICS, INC.

12240 N.E. 14th AVE., NO. MIAMI, FL 33161
Telephone: (305) 893-3924

• COMPLETE MULTICONDUCTOR LINE
• PRICING AVAILABLE FOR ALL QUANTITIES

* Also available: Complete line of coaxial and multi-conductor cables, top-quality connectors and SMATV equipment

FRANCHISED DISTRIBUTOR KINGS CONNECTORS AUTHORIZED AMPHENOL DISTRIBUTOR

* *Call or write for compete dealer pricing*

• WE'LL BE GLAD TO CUT ANY OF OUR CABLES TO MEET YOUR EXACT LENGTH REQUIREMENTS

Category: Manufacturer
Distributor
Publisher

President Douglas Saxon
Marketing Manager A. Ed Rainaldi
Sales Manager Gordon Cook

SATELLITE SYSTEMS SUPPLY CO.
PO Box 2705 Westmark Plaza
Sumter, SC 29150
(803) 775-6740

Year Established: 1982
Number of Employees: 12
Category: Manufacturer
Distributor

President Luke Sprouse
Vice President Michael Moore

Dist. Winegard TVRO Systems and Components Mfg. Hudson Polar Mnts, Vernor Remote Dish Drive, REMCO STV & VHF Channel Combiner.

SATELLITE TECHNOLOGY SERVICES, INC. (STS)
2310-12 Millpark Drive
Maryland Heights, MO 63043
(314) 423-6564

Year Established: 1980
Number of Employees: 50
Category: Manufacturer
Distributor

STS, Inc. designs and manufacturers high quality satellite receivers and other TVRO accessories. In addition, the firm serves as exclusive importer in the U.S. for the full line of European-made Luxor receivers. STS operates a network of service-oriented distributors, all with strong backgrounds in electronics.

SATELLITE TV WEEK
P.O. Box 308 / 928 Main Street
Fortuna, CA 95540
(707) 725-2476
(800) 556-8787 CA
(800) 358-9997 U.S.

Year Established: 1981
Category: Publisher

Publisher Patrick O'Dell
Editor John Ponce
Advertising Manager Rebecca Lang

Satellite TV Week is the most complete, weekly updated video programming log for the satellite television viewer, plus serves as an effective forum for satellite industry news. Satellite TV Week is published in North American and Eastern editions and soon to be followed by Central, Mountain, and Pacific editions.

SATELLITE VIDEO SERVICES NH, INC.
RFD 2, Harriman Hill Road
Raymond, NH 03077
(603) 895-3182

Year Established: 1983
Category: Distributor

President Gary J. Kistinger
Vice President John C. Kistinger
Sales Manager Michael Clark
General Manager Alice Warner

Satellite Video Services NH, Inc. is a master distributor of Intersat, Luxor, KLM, Amplica, Prodelin, M/A Com, Commander, Scientific Atlanta, and Draco. Dealer training seminars are offered weekly. SVS of New Hampshire is the sister company of Satellite Video Services of Palenville, NY and is also a factory authorized service center.

SATELLITE VIDEO SERVICES, INC.
Star Route 247A
Palenville, NY 14263
(518) 678-9581

Year Established: 1981
Number of Employees: 20
Category: Distributor

President Gary J. Kistinger
Vice President John C. Kistinger
Sales Manager Donald G. Doney Jr.
Service Manager Joseph C. Ametti
Senior Technician John Lissandrello
Sales Rep. Phillip D. Hall

Satellite Video Services, Inc. is the Northeast's leading distributor of TVRO systems and receiving equipment. Our product line includes Intersat, Luxor, KLM, Amplica, Prodelin, Commander, M/A Com and Draco. Dealer training seminars are offered weekly to assist new and existing dealers with operation, installation and marketing. We are also a factory authorized service center.

SATELLITE WHOLESALE USA
995 Mansell Road
Roswell, GA 30076
(404) 587-0923
(800) 441-3030

Year Established: 1983
Number of Employees: 8
Category: Distributor

Sales Manager C. D. McDonald

Wholesale Distributor

SATELLITE WORLD
215 A Street
Boston, MA 02210
(617) 269-7344

Year Established: 1981
Category: Dealer

President Charles Goodman

TVRO sales and service specializing in the hotel industry. Offering complete communications systems.

SAWYER CAMERA & INSTRUMENT CO.
1209 Isabel Street
Burbank, CA 91506
(213) 843-1781

Year Established: 1974
Number of Employees: 24
Category: Distributor

President Clifford Sawyer
Vice President Leslie Leb
Marketing Manager B. J. Lin
Sales Manager Alan Colberg

We import from Hong Kong & Taiwan

SCANMASTER COMMUNICATION SYSTEMS, INC.
2710 S. Irby Street
Florence, SC 29501
(803) 394-2723

Number of Employees: 10
Category: Manufacturer
Distributor

President Gene Biedscheid
Marketing Manager Phil Mellott
Sales Manager Linda Hottell

Manufacturer of complete antenna packages including 10' aluminum antenna, LNA feed mount, Polar mount and poles. Distributor of complete TVRO systems. Metals Division specializes in custom mounts. Quotes on request.

SCIENTIFIC-ATLANTA, INC.
P.O. Box 105027
Atlanta, GA 30348
(404) 925-5308

Year Established: 1963
Number of Employees: 4525
Category: Manufacturer

President Jay Levergood
Marketing Manager David Chance
Sales Manager Jerry Copeland

The only full line supplier of satellite communication equipment to SMAIV systems, including receivers, modulators and signal pro- cessors; addressable traps; cable security; cable and accessories. Drawing on years of experience as industry leaders in CATV, now design & manufacture products specifically to meet the needs of private cable users. Cable quality equipment at competitive prices.

SEAVEY ENGINEERING ASSOCIATES, INC.
155 King Street-P.O. Box 44
Cohasset, MA 02025
(617) 383-9722

Year Established: 1981
Number of Employees: 6
Category: Manufacturer

President John M. Seavey
Sales Manager Michael Emanuello

Antenna Testing (up to 1 mile instrumented range)

SHELBURNE FILMS
54545 SR681
Reedsville, OH 45772
(614) 378-6297

Year Established: 1971

President David L. Shelburne
Vice President Ellen C. Shelburne

Professional film/video production company. Our newest tape 'SATELLITE TV BASICS' is a sales aid videotape for TVRO dealers to use in their showrooms or in other presentations to the public. It answers the basic questions a customer has about satellite reception in 13 minutes, using straightforward language.

SIGMACOM SYSTEMS INC.
111 Industrial Dr.
Whitby, Ontario, Canada L1N 7A9
(416) 666-1661

Year Established: 1981
Number of Employees: 25
Category: Distributor

President Mike Taylor
Marketing Manager Joanne DeBartolo
Sales Manager Randy Zedic

Sigmacom Systems Inc. is a major distributor of both commercial and domestic TVRO systems and components.

SIGNAL SOURCES, INC.
1070 Florence Way
Campbell, CA 95008
(408) 866-0600

Year Established: 1981
Number of Employees: 6

Who says the sky's the limit?

Satellite Earth Stations has expanded the horizons of communications for literally thousands of satisfied earth station users throughout the world. Our unbeatable combination of the latest, state-of-the-art equipment and fast, reliable, personal service has placed us among the top master distributors of satellite receiving equipment in the nation.

We offer you rapid delivery of the most respected names in the satellite systems industry. Our close, hands-on supervision of each shipment is your assurance of never becoming just another "order number". And we follow up on everything we sell with training and service.

If you would like to know more, call today on our toll free number,* 1-800-762-2110. Let Satellite Earth Stations put the world in the palm of your hand.

*In Louisiana call 1-800-252-3307.

SATELLITE EARTH STATIONS

1-800-762-2110 La. 1-800-252-3307
P.O. Box 160 Mamou, LA 70554

We carry top lines from Dexcel, Luxor, Chaparral, KLM & Janeil - plus more!

GET THE **MOST** FOR YOUR **DOLLAR** WITH ROSS'

9 Foot TVRO SYSTEM Complete with **Remote Control Power Drive & Deluxe Electronics**

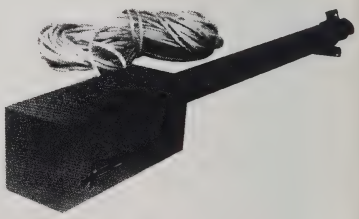
System Includes:

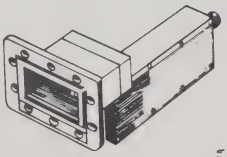
1. 9' top Quality Aluminum Parabolic Antenna. Sectional design for low cost UPS shipping and fast simple installation.
2. Rigid Monopod Feed Support.
3. Heavy Duty Polar Mount Base with no slop connections and all brass bearings.
4. Astron Deluxe Receiver & Down Converter ☆ Easy tuning of transponder selection ☆ Fully tunable audio ☆ Accurate signal strength meter ☆ Wide range AGC ☆AFC ☆ Factory Installed Modulator ☆ Built in Polarotor 1 control ☆ Satcom/ Westar format changeable ☆ Military Spec Down Converter.
5. 120° or better American Made L.N.A. 52 db. gain or better.
6. Polarotor 1 Automatic Polarizer.
7. Ross 300 Remote Control Power Drive System (The most dependable drive on the market).
8. 100' of control cable for Ross 300 Drive.
9. Complete Easy to follow instructions.
10. 5 Year Limited Warranty on all Electronics.

BEST DEAL ON TVRO EVER!

Order System # R1

All This for only $995.00
10 Lot
10% more for smaller Quantities





☆ Note: 11' antenna $200 more
100" LNA $50 more
90 LNA $100 more
80 LNA $200 more
Illustrations Similar to Actual Product

ROSS Electronics, Inc.
255 Madison St. – Red Bluff, CA 96080 –

916-529-0200

Category: Manufacturer
Distributor

President Stephen L. Serafin
Marketing Manager Robert M. Bendorf

Master distributor to the private TVRO, SMATV, and CATV industry. Offering complete systems engineering capability with an in-house technical support team capable of design, manufacture, and integration of TVRO systems, sub-systems, and components for the 4 and 12GHZ market worldwide. Private consulting and turn-key management are also available.

SIGNAL SYSTEMS
397 Clove Rd.
Staten Island, NY 10310
(212) 981-7230

Year Established: 1979
Number of Employees: 11
Category: Manufacturer
Distributor
Dealer

President Shaun Kenny
Sales Manager Kevin Madigan

We manufacture stainless steel mounts, custom make roof mounts for Prodelin & Parallips. Our test unit consisting of Sat.Rec, B/W T.V. Polar I control, Video/RF switch, fine tune signal Strowgat meter and 12,24, & 36 VDC output 9A.H. Enough power to track dish with no AC. We also do customer installs ie. GE Van (Photo) and trouble shooting for the trade.

SKY SCANNER SATELLITE SYSTEMS, INC.
1100 1st Street So.
Winter Haven, FL 33880
(813) 293-8184

Year Established: 1982
Number of Employees: 5
Category: Distributor
Dealer

President Ronald J. Meyer
Vice President John R. Harden
Marketing Manager Dominic J. Rella
Sales Manager Thomas H. Hall III
Chief Installer Robert G. Levister
Exec. Secretary Roberta L. Burns

Professional Engineering Serivces, Business and Electronic concepts. Licensed Radio Technicians, Consulting Radio Engineering. Member of SPACE, Member of the Society of Broadcast Engineers. Installing, consulting for and to: *Broadcast-AM-FM-TV-LPTV *CATV-MATV-SMATV Systems *Satellite T.V.R.O. systems *Computer communications *MDS Systems *Micro-Wave-Radar Systems *Common Carrier Ronald J. Meyer, Licensed Radio Engineer-Certified Broadcast Technogist-Communications Consultant

SKY TOUCH SYSTEMS
8300 N.E. Underground Dr., Suite 202
Kansas City, MO 64161
(913) 823-1140

Year Established: 1973
Number of Employees: 206
Category: Manufacturer

President Wm. D. Townsend
Vice President C. Harvey Holmgren
Sales Manager John L. Kasserman
Chairman of the Board Dale O. Holgren

We primafily manufacture for private labeling.

SKYHIGH SATELLITE DISTRIBUTING INC.
1492 Hwy 17 N
Mt. Pleasant, SC 29464
(803) 884-8673

Year Established: 1982
Number of Employees: 8
Category: Manufacturer
Distributor
Dealer

President Marilyn A. Gasque
Vice President Samuel N. Gasque Jr.
Sales Manager John Thomas
Com'l Sales Manager Peter O'Neill

Skyhigh Satellite Distributing is a oncoming satellite distributor in South Carolina covering the southeast. Presently, a major distributor for Amplica, Paradigm (Paraclipse) and Arunta, Skyhigh is looking for qualified dealers in SC,NC,GA,FL. Skyhigh plans to go into full manufacturing of dishes and mounts in July 1984.

SKYTRONICS
6750 SW 111th Ave.
Beaverton, OR 97005
(503) 641-6155

Year Established: 1982
Number of Employees: 25
Category: Manufacturer

President Jon W. Nelson
Vice President Terry R. Stewart

Manufacturer of precision fiberglass antenna systems in 8, 10, 12, and 16 foot diameters, antenna frames and mounts, weather pods and antenna tuning devices. Wholesale distributors of TVRO electronics. Have SMATV and PVL cable division.

SKYVIEW SATELLITE SYSTEMS, INC.
1463 Ford Road
Bensalem, PA 19020
(215) 638-4400
(800) 523-6570

Year Established: 1982
Number of Employees: 11
Category: Distributor

Sales Manager Harris B. Shulman

Skyview Satellite Systems, Inc. is the largest distributor of commerical/ residential TVRO products and accessories in the Philadelphia area. We offer expert technical and marketing assistance to all our dealers, along with brand name merchandise at our lowest dealer cost, regardless of their purchase quantity.

SKYWALKER COMMUNICATIONS
Hwy DD Rt 1 Box 316
O'Fallon, MO 63366
(314) 625-4267

Year Established: 1979
Category: Manufacturer
Distributor

President Roger Criebaum
Vice President Lewis Criebaum

Manufacturer - 8 ft and 10 ft fiberglass antennas. Manufacturer - 3 types of steel mounts. Master distributor for KLM, Cal. Amplifier, Chaparral Polorotors, Lawrance receivers, Touch Scan, and Eclipse Motor Drives.

SOUTH RIVER METAL PRODS. CO., INC.
P. O. Box 394
Matawan, NJ 07747
(201) 566-7087

Year Established: 1946
Number of Employees: 90
Category: Manufacturer

President Max Cohn
Vice President Roy Cohn
Marketing Manager Martin L. Roth
Sales Manager Max M. Goldfinger
Sales Administration Arline Pavelchak
Comptroller Matthew A. Reilly

Prime manufacturer of Polar Mounts (for TVRO & SMATV) to interface with aluminum or fiberglass solid 1 piece or sectional 3,4,6,8, and 10 petal antenna 'dishes'. Polar Mounts interface EXACTLY with Harris 3M, Channel Master 10 ft. & 12 ft., Microdyne, Prodelin 3M or 3.7M, Scientific Atlanta 9000, Vidare 10,12, and 13 ft. and similar multipetal dishes. Custom Azel Mounts made to specifications.

SOUTHEAST SATELLITE DISTRIBUTORS, INC.
U.S. I North, Tall Pines Indstrial Pk.
St. Augustine, FL 32085
(904) 824-1915
(800) 824-DISH

Year Established: 1983
Number of Employees: 8
Category: Manufacturer
Distributor

President Robert K. Davis Jr.
Vice President Katherine T. Jones

Manufacturer of RTM Process Fiberglass Dishes, Heavy Duty Polar Mounts and Aluminum Centerfeeds - all with 5 year warranty! Master Distributor for KLM, Avantek, Houston Datellite Tracker, Chaparral, Janiel, Burr/Satrol. Distributor for MaCom Prodelin, Comm Scope, Dexcel, Drake, Avcom, Blonder-Tongue, DX, and Luxor.

SOUTHERN OHIO SATELLITE SYSTEMS
2515 Timlin
Portsmouth, OH 45662
(614) 353-3474

Year Established: 1982
Number of Employees: 4
Category: Dealer

Owner Jeff Cunningham

SPACE AGE VIDEO DIST. (NASDA)
14824 Camden Ave.
San Jose, CA 95124
(408) 559-8812

Year Established: 1981
Number of Employees: 10
Category: Distributor

President Chuck Dawson
Marketing Manager Betty Rodgers
Sales Manager Dick Scoppettone

We distribute and retail all video and satellite associated products.

SPACE COMMUNICATIONS
CB49-06
Wheelersburg, OH 45694
(614) 574-8121

Year Established: 1978
Number of Employees: 10
Category: Distributor
Dealer

President Ed Williams
Vice President Tony Williams

Distributor of major brand electronics and complete TVRO systems. Specializing in single piece 9' aluminum dish. Install systems in south central Ohio region.

SPACE PIONEER SATELLITE ANTENNA SYSTEMS
510 Diana Pl.
Arroyo Grande, CA 93420
(805) 489-8252

Year Established: 1979
Number of Employees: 6
Category: Manufacturer, Distributor, Dealer

President Nash Ramos, Sr.
Vice President Margie Ramos
Marketing Manager Ben Ramos

We are manufacturers of a two piece 10'6' and 12'6' parobolic fiberglass dish called 'Space Pioneer.'

SPACEAGE ELECTRONICS CORP.
P. O. Box 15730
New Orleans, LA 70175
(504) 891-7210

Year Established: 1981
Number of Employees: 3
Category: Manufacturer

President Claude F. Cadella

Manufacturer of unique 24 volt AC motor drive units in retro-fit configuration. Shipped with or without jack unit. Counter is accurate 4 digit type with low component design to provide relaible operation in the field. 24 volt AC motor units are stall forgiveing by design and protected by fuse, limit switch, and thermostat.

SPECIAL PRODUCTS CO.
15000 West 44th Avenue
Golden, CO 80401
(303) 279-5544
(800) 525-8322

Year Established: 1957
Category: Manufacturer

Sales Bob Dorman

Special Products Company manufacturers standard and special order weldable ball sockets and adjustable links for OEM use on mounts and remote control units. Ball sockets available: 5/8 inch, 3/4 inch, 7/8 inch, 1 inch, 1 1/8 inch, 1 1/4 inch and 1 7/16 inch ID. Adjustable links available with open lengths of 18 3/4 inch to 41 inch. Special fabrication to your order.

ST. CROIX SYSTEMS
1644 South Segrave St.
So. Daytona, FL 32019
(904) 767-4180

Year Established: 1979
Number of Employees: 6
Category: Dealer

President Fred Christensen
Sales Manager Joan Godawa
Tech Israel Rojas
Tech Scott Weatherwax

STAM MFG. CO.
P. O. Box 319
Watseka, IL 60970
(815) 432-5271

Year Established: 1952
Number of Employees: 20
Category: Manufacturer, Distributor

President J. Jones
Vice President F. Quick
Manufacturing R. Ramon

4', 7 1/2' & 9' fiberglass & 4 pc. parabolic dishes, with romhoglass reflective material. Polar mounts light duty or heavy. Feed system support arms and rain covers for electronics to reduce EMI. (Manufacturer of these) Complete packages for the individual or components for those who wish to manufacture or build individually.

STANDARD COMMUNICATIONS CORP.
P. O. Box 92151
Los Angeles, CA 90009
(213) 532-5300

Year Established: 1969
Number of Employees: 180
Category: Manufacturer

President Donald W. Thomas
Sales Manager Mason Truluck
Marketing V.P. Mark Thomas

Commercial grade products for CATV, private cable and broadcast industry.

STAR SATELLITE LTD.
2234 Hanselman Ave.
Saskatoon, Sask., Canada S7L 6A4
(306) 242-3383

Year Established: 1982
Number of Employees: 15
Category: Distributor

President Jeff Mack
Vice President Jonn Colins
Sales Manager Gary Tabler

Complete sales and service stocking distributor for KLM, Astron, Avantek, Luxor, Janeil, Sattec, Chapparal, DH

STAR TRAK VIDEO SYSTEMS
1583 Hwy 133
Paonia, CO 81428
(303) 527-4592

Year Established: 1981
Number of Employees: 2
Category: Dealer

Owner Sam Bryson
Co-Owner Darlene Bryson

Retail sales of TVRO systems. Service of TVRO systems and installation of equipment.

STAR-COM DISTRIBUTING
511 Gregg St. P.O. Box 1287
Big Spring, TX 79720
(915) 263-7512
(800) 351-1426

Year Established: 1980
Category: Distributor

President C. L. Carlile
Sales Manager Pat Porter

Distribution of a complete line of TVRO equipment. Service after the sale is a major concern. We have four sales locations to assist you with your purchases.

STAR-TRACKERS SATELLITE SYSTEMS
R1 US 127
Salvisa, KY 40372
(606) 865-4452
(800) 422-0130 KY

Year Established: 1982
Category: Distributor, Dealer

Marketing Manager Ann N. Arens
Sales Manager Dave Shouse
Co-Owner David W. Crawley
Co-Owner Henry B. Sandidge

Star Trakers systems offer a complete line of TVRO equipment featuring Kaul-Tronics Nova Stainless Steel antennas, with 10 year warenty. R.L. Drake, Luxor. S.U.S., Wilson, California Amplifier, Chaparral, Continental Mesh Antennas, Eclipse (T.O.F.) products are also available. We deliver anywhere in the Continental U.S. Dealer price list available.

STARCOMMM COMMUNICATIONS
1120 California Av.
Klamath Falls, OR 97601
(503) 883-7527

Year Established: 1979
Category: Dealer

President Russ Davis
Vice President Dr. C. W. Davis
Marketing Manager Norman Baugh
Field Engineer William R. Compton
Field Technition Don Henson

Starcomm offers a wide scope of services including: *CATV-SMATV Headend design *Turnkey Headend construction (26 of our Turnkey CATV Headends now serve cities in 5 western states) *CATV-SMATV Distribution system design *CATV Walkouts *Experienced staff *Quality construction *Realistic Rates

STARDISH/PILANT MFG.
2415 Mariner Square Dr.
Alameda, CA 94501
(415) 521-1219
(800) 448-8444

Year Established: 1978
Number of Employees: 40
Category: Manufacturer

President Richard Pilant
Vice President Richard Chansen

The STARDISH is an antenna of exceptional performance and quality at an affordable price. Designed to meet the needs of the consumer and installer alike with ease of installation.

STARFINDER
3675 W. 2150 S3
W. Valley City, VT 84120
(801) 974-5411

Year Established: 1981
Number of Employees: 15
Category: Manufacturer

President Craig Giles
Vice President Ed Giles

Thew Starfinder and Starfinder II are the products of commitment to excellence and to the satellite dealer. Both of these satellite dish remote controls are as accurate and reliable as modern high technology affords. Call us for information for your nearest distributor.

STARPATH SYSTEMS
2532 Regency Rd.
Lexington, KY 40503
(606) 276-4435

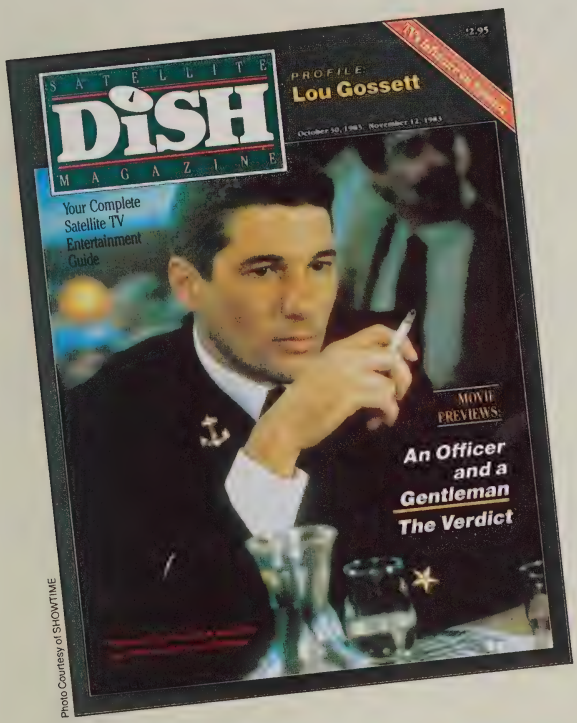
Year Established: 1980
Number of Employees: 20
Category: Distributor

President Gerald Belcher
Vice President Bo Lanter
Co-President Roy Helm

Starpath features high quality complete TRVO systems in low, medium and high price ranges.

SATELLITE SYSTEM DEALERS

WE'LL PAY YOU $5.00 . . .



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P.O. Box 8, Memphis, TN 38101

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For details about this exciting program call us collect at (901)521-1580 or fill out and mail the coupon to the left.

Starpath also features immediate shipping, super prices and warranty exchanges.

STARSHIP SATELLITE TV SYSTEMS
1040 E. Pine Bluff Rd.
Morris, IL 60450
(815) 942-6639

Year Established: 1982
Number of Employees: 5
Category: Dealer

President Leonard J. Peltier
Marketing Manager Maggie Nicolson

We offer the Conifer DE-2001 System and feature Luxor, Drake, KLM, Receivers Cal. Amp, Amplica LNA. Professional engineering services for SMATV Systems.

STARTECH INC.
29 Hammit Lane
Salem, VA 24153
(703) 989-6294

Year Established: 1980
Number of Employees: 8
Category: Distributor

President Ron Webster
Vice President Richard C. Goodwin
Sales Manager Danny Wiggins
Shipping & Receiving Bob Winstead

Startech Inc., a distributor of Satellite Television equipment operates from a modern 7000 square ft. facility engaging in dealer sales and wholesale distribution. We are master distributors for such companies as Amplica, Prodelin, OMM Spectre, Chaparal, Wilson and Tweaker to name a few. Startech is totally committed to the TVRO industry.

STARTRAK SATELLITE SYSTEMS
Lamplighter Plaza, P. O. Box 349
Kulpsvill, PA 19443
(215) 368-2800
(800) 523-2797

Year Established: 1981
Number of Employees: 12
Category: Manufacturer
Distributor

StarTrak Satellite Systems manufacturers a 12 foot Parabolic Aluminum Mesh Antenna. This antenns is designed for either roof or ground mount applications. With the tripod mount designed for roof installations the total weight is under 190 pounds. A single pole type mount is available for ground installations. Both the antenna and mount are available in dark green, light green, tan and brown. Halfpower beamwidth 1.3 degree; dB gain 43.1. Both Polar and AZ/EL mounts are available. Antenna and mount carry a five year warranty.

STARVIEW OF TEXAS INC.
12331 N. Central Expressway
Dallas, TX 75243
(214) 934-9126

Year Established: 1980
Number of Employees: 13
Category: Distributor

President James J. Redmond
Vice President Richard Redmond
Marketing Manager Donald Belcher
Sales Manager Henry Bates

Starview of Texas, Inc. is a master stocking distributor for Gould Dexcel, USS-Maspro, Northwest Satlabs, Paraclipse, USS antennas, Houston Satellite Systems, Accu-Tracer, and Macom Industries

STARVISION CABLE
P.O. Box 13786
Orlando, FL 32859
(305) 859-2141

Year Established: 1973
Category: Dealer

President Mr. William Strickler
Vice President Miss Jane M. Jackson

STEAMBOAT ANTENNA AND SOUND SYSTEMS
Box 2599
Steamboat Springs, CO 80477
(303) 879-5835

Year Established: 1979
Number of Employees: 1
Category: Dealer

President John Cain

Dealer doing over 25 systems per year. One year parts, one year labor on all components sold.

STEREO VIDEO DISCOUNT
9310 Timberlake Rd.
Lynchburg, VA 24502
(804) 239-7585

Year Established: 1980
Number of Employees: 5
Category: Manufacturer
Distributor

President Sam Adams
Vice President J. R. Adams
Marketing Manager Curtis Melane

Full line outlet for TVRO equipment, master distributor home and car electronics. Vidco equipment - Sales - Service. 7 days year round.

STS (SATELLITE TELEVISION SYSTEMS)
P. O. Box 668 Highway 76
Sandy Springs, SC 29677
(803) 261-8209

Year Established: 1981
Number of Employees: 14
Category: Distributor

President Steve Kalorpolos
Vice President E. R. Baker
Sales Manager Robert Hamburg
Secretary Nancy Kaloropolos
Technican Johnny Blackwell
R.S.Numbers/Shipping Cecile Lambert

STS (Satellite Television Systems) is a major OEM master distributor for manufacturers representing a large variety of TVRO equipment. In addition, STS is an innovator in the development; training, and support of it's dealer network.

STS SOUTH
210 N.W. 10th Avenue
Gainsville, FL 32601
(904) 371-7090

Year Established: 1980
Number of Employees: 11

President Steven Reiser
Sales Manager Chris Connelly
Electronic Tech Advisor Allen Braun
Antenna Tech Advisor Andy Krause

S.A.T. formed in November 1980 carries a broad range of satellite related components. Our present line includes such well known names as Prodelin, KLM, Austocom, Lourance, MTI, Awantek, M/A Comunications, and other leaders in the satellite field. We have factory warranty centers for all products sold, and pretest electronic before shipments

SUPERWINCH INC.
Winch Drive
Putnam, CT 06260
(203) 928-7787

Year Established: 1970
Number of Employees: 105
Category: Manufacturer

President Frank F. Tolsdorf Jr.
Vice President William M. Ryan
Marketing Manager Fenner J. Burlingame
Customer Service Robert A. Brown

24 Volt DC Electric Dish Actuators - Up-Down, Up-Down with led display and programmable models. All have 18 inch throw & up to 2,000 lbs. thrust.

SURROUND SOUND, INC.
14025 Panay Way
Marina del Rey, CA 90292
(213) 823-2933

Year Established: 1982
Number of Employees: 10
Category: Manufacturer

President David Tausik
Vice President J. E. Gindl
Marketing Manager Sherry Zeitler
Sales Manager Scott McKeown

The M-360 Surround Sound Decoder gives full 360 degree Surround Stereo from any stereo satellite signal. It is the only product licensed by Dolby to bring the Dolby Stereo movie theatre system to home satellite viewers, and it makes watching a satellite transmission into a first- run theatre experience.

SYMTEL SATELLITE TELEVISION SYSTEMS
6135 2nd St NW
Albuquerque, NM 87107
(505) 345-4584

Year Established: 1979
Number of Employees: 12
Category: Manufacturer
Distributor

President William Barnhart
Corporate Secretary Debbie Barnhart
Manufacturing Manager Ernesto Baca
Operations Manager Gary Smethhurst
Systems Engineer Doug Greenway
Dealer Sales Manager Martin Krenzke

Symtel manufacturers high performance one piece fiberglass reflectors of exceptional quality. The reflectors are unique in their construction utilizing a glass inpregnated hard polyester foam core to assure accurate memory retention of the .3 ratio parabola. Symtel's unique fully modified is fully assembled for delivery offers infinite deduction adjustment and accepts all popular accuators without modification.

SYNTRONIC INSTRUMENTS
100 Industrial Rd.
Addison, IL 60101
(312) 543-6444

Year Established: 1949
Number of Employees: 200
Category: Manufacturer

President Gardner Marcy
Vice President Paul Evans
Marketing Manager Herb Conrad

Syntronic/LNA system - integrated LNA & feed all in one casting. Innovative design eliminates insertion loss. Our 100 degree K unit is equivalent to an 85 degree K LNA and electronic feed in performance and price. Features: adjustable choke, electronic switching, ready to install, simple installation and a quality product from a proven quality house.

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We are interested in advertising in the **1985 SATELLITE DIRECTORY & BUYERS GUIDE**. Please send your advertising rate card and have your representative call on us at your earliest convenience.

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COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE ( ) _____

Satellite Business™

ADVERTISING INFORMATION CARD

☐ We are interested in advertising in **SATELLITE BUSINESS**. Please send me complete media information.

☐ Send me information on how I can include my company at no charge in this publication.

☐ I need more information. Have a salesman call.

Please Print

NAME _____ TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE ( ) _____

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NEWS OF PRODUCTS & SERVICES FOR THE HOME VIDEO INDUSTRY

ADVERTISING INFORMATION CARD

☐ We are interested in advertising in **VIDEO PRODUCT NEWS**. Please send me complete media information.

☐ Send me information on how I can list my products at no charge in this publication.

☐ I need more information. Have a salesman call.

Please Print

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COMPANY _____

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CITY _____ STATE _____ ZIP _____

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SATELLITE DIRECTORY AND BUYERS GUIDE

P. O. BOX 2772
PALM SPRINGS, CALIFORNIA 92263

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BUSINESS REPLY MAIL

FIRST CLASS PERMIT NO. 51 PALM SPRINGS, CALIF.

POSTAGE WILL BE PAID BY ADDRESSEE

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A Monthly Newspaper for the Satellite Industry

FREE CLASSIFIED ADS

for satellite dealers,
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Anything I want to buy or sell, like antennas, receivers, LNA's, accessories, etc. All I have to do is fill out this form and send it in. Well, the price is certainly right.

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Company Name _____

Address _____

City, State _____ Zip _____

Phone (_____) _____

Your Name _____ Title _____

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My ad should read (include name, address and phone if you want it in ad):

_____

_____

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From the publishers of

Video Product News®

and

SATELLITE DIRECTORY 1984 AND BUYER'S GUIDE

As a national distributor specializing in urban type settings, we provide technical assistance and system design for multiple hook-ups and commercial systems. Carrying a full line of roof mountable antennas. from 6' to 24' by Daven, Commander, Continental and Microsat. Receivers by Gillaspie and Arunta, LNA's by California Amp, Hytek and Gillaspie.

TULSAT CORPORATION
1839 North 105th East Ave.
Tulsa, OK 74116
(918) 836-8348
(800) 331-5997

Number of Employees:	10
Category:	Distributor
President	Allan Mccoy
Sales Manager	Ray Dela Mater
General Manager	Denise Thompson

Featuring Automation Techniques receivers, Odom antennas, Phenix and Basic systems dish controllers, Avantek and California Amplifier LNA's, Chapparal Feed Horns and Polarizers, Blonder tongue Laboratories and PicoSatellite SMATV and headend equipment.

TWS ELECTRONICS
10768 Main St.
Roscoe, IL 61073
(815) 623-6373

Year Established:	1982
Number of Employees:	5
Category:	Distributor Dealer
President	Kenyon Taylor
Vice President	Fred Watson
General Manager	Roger Sellers

Distribution and Retail of high quality and reliable Satellite TV systems for residential and professional use. We carry a complete line of components and accesories including infrared remotes and programmable mototdrives.

U.P. SATELLITE DISH CO.
2715 Danforth Road
Escanaba, MI 49829
(906) 789-1027

Year Established:	1982
Number of Employees:	22
Category:	Manufacturer
Sales Manager	Tim Dailey
Owner	Steve Baird
Owner	Dick Dutton
Owner	Rick Arbour

U.P. Satellite Dish Co. manufacturers an aluminum mesh antenna in 8', 10', 12', 16' and 25' size ranges. The units are UPS shippable through the 12' antenna. The company also offers a wide range of electrical components to go with the antennas.

UMW SATELLITE SYSTEMS
560 W. County Rd 42
Burnsville, MN 55337
(612) 431-5056

Year Established:	1983
Number of Employees:	4
Category:	Distributor Dealer
President	Fred C. Myers
Vice President	Lonnie Malwitz
Sales Manager	Larry Johnson
Service Tec	Joe Spencer

Full sales and service complete satellite systems. Distributing Paraclipse Antennas, Drake, Dexcell, MTI, Amplica and other quality satellite products to a network of dealers throughout the upper midwest area.

UNIDEN CORPORATION OF AMERICA
15161 Triton Lane
Huntington Beach, CA 92649
(714) 898-0576

Category:	Manufacturer
CEO	Bill Rozell
Vice President	Guy Charles Davis
National Sales Manager	Mike Ostwind
Sales Manager	Tim Wright

Uniden is a manufacturer of complete satellite systems offering the finest in electronics with the most advanced technology in todays marketplace including a line of 12 GHz receivers. They are one of the world's largest manufacturers of cordless telephones, C.B. and marine radio. Uniden brings two decades of electronics expertise and marketing savvy to the satellite television market. In 1984 Uniden will be introducing a full family of earth station products. This new family of products combines quality and performance in the Uniden tradition.

UNITED SATELLITE SYSTEMS
Route 1
St. Hilaire, MN 56754
(218) 681-5616
(800) 328-7733

Year Established:	1979
Number of Employees:	50
Category:	Manufacturer
President	Doug Dehnert
Marketing Manager	Richard C. Anderson
Sales	G. R. 'Gary' Paulson

United Satellite Systems manufactures a broadline of satellite reception products. The SR-2 satellite receiver is one of the most advanced in the industry. Our antennas are manufactured to rigid standards insuring excellent gain and lasting durability.

UNIVERSAL B INC.
Botel Rd.
Savannah, TN 38372
(901) 925-8323

Year Established:	1983
Number of Employees:	4
Category:	Manufacturer
President	Jonny Bellis
Vice President	Bodie Council

Universal B is manufacturing an ingenius item called the weather wall. It is a weather cover fot the LNA and pocarotor, which completely encloses the feed assembly. It also has provisions for installing the down-converter within the cover also. Universal B also manufactures numerous LNA mounts for OEM costomers.

UNIVERSAL ELECTRONICS
4555 Groves Road Suite 3
Columbus, OH 43232
(614) 866-4605

Year Established:	1964
Number of Employees:	45
Category:	Manufacturer Distributor
President	Thomas P. Harrington
Vice President	Tim Harrington
Sales Manager	S. Cohen

Main satellite product is Coax-Seal for sealing Coax connectors from moisture, corrosion and other weather problems.

UNIVERSAL SATELLITE ANTENNA MANUFACTURING
1432 Thomas St.
Memphis, TN 38107
(901) 521-8230

Year Established:	1982
Number of Employees:	14
Category:	Manufacturer
President	Bodie Council
Vice President	Rosanna McFarland

36,000 square ft. of manufacturing facilities for antennas and mounts.

UNIVERSAL SATELLITE TV CO. (USTV)
142 Lebanon Rd.
Mt. Juliet, TN 37122
(615) 754-0444

Year Established:	1983
Number of Employees:	2
Category:	Dealer
President	K. Z. Dashtban

Sales, installation, & servicing of home satellite TV systems. Small scale SMATV's product lines: Alpine fiberglass, Paraclipse mesh antennas. SAT-TEC, Luxor, Drake, Janiel, KLM & Automation Techniques receivers. MTI & Eclipse positiones. Chaparrale feed systems. Avantek and California amplifier LNA's.

VAST SATELLITE SYSTEMS
6015 State Hwy. 7
Minneapolis, MN 55416
(612) 920-1446
(800) 328-3812

Year Established:	1982
Number of Employees:	15
Category:	Distributor Dealer
President	Chuck Simmons
Vice President	Tim Beebe
Marketing Manager	Bill Woods
Sales Manager	Greg Ross

VIA-SAT COMMUNICATIONS
327 Exchange
Arlington, TX 76011
(817) 460-0202

Year Established:	1979
Number of Employees:	9
Category:	Distributor

Via-Sat is a full line distributor of TVRO Equipment and related accessories providing 'one stop shopping' for TURO dealers. Via-Sat handles everything from electrical tape to concrete anchor bolts as well as major components such as receivers, antennas and LNA's. Via-Sat also exports into Mexico, Canada, etc.

VIDARE MFG. INC.
P.O. Box Q
Conway, AR 72032
(501) 327-6591
(800) 643-1137

Year Established:	1968
Number of Employees:	150
Category:	Manufacturer
President	Ernie Avra
Vice President	Doug Avra
Marketing Manager	Don Avra
Sales Manager	Don Avra
Sales	David Avra
Sales	David Funderburg
Sales	Curtis Jackson
sales	Pat Bruich

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- Tweaker
- ADEC
- TVRO Test Set
- Chaparral
- LNA covers
- Laux

ANTENNAS
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- Ranger aluminum UPS shippable NEW!
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- Diamond (square 8½')

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New Philadelphia, OH 44663

MICHIGAN 1501 Rensen Ave.
Lansing, MI 48910

(800) 362-8619
in Ohio
(800) 362-6781
all other calls (216) 339-7779

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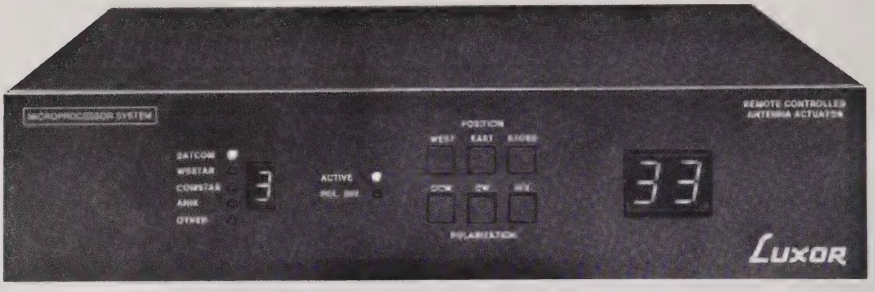

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- Remote Antenna Positioners
- Mounts
- Feed Assemblies

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- Connectors
- Power Dividers
- Ferrite Isolators
- Angle Finders
- Compasses
- Microwave Filters
- Mobile Earth Stations
- Trailers

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Avantek

GOULD Electronics

Blonder-Tongue Laboratories Incorporated

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VIDEO LINK DIVISION OF XANTECH CORPORATION

13038 Saticoy St.
North Hollywood, CA 91605
(800) 843-5465

Year Established: 1970
Number of Employees: 75
Category: Manufacturer

President H. E. Seymour
Marketing Manager Tom Anderson

VIDEO LINK SATELLITE

3975 Highland Dr.
Salt Lake City, UT 84124
(801) 278-2878
(800) SMA-TVRO

Year Established: 1981
Number of Employees: 15
Category: Distributor Association

President Bruce Larner
Marketing Manager Gordon Boyce
Sales Manager Fred Beristain
Dealer Network Mgr Jerry Sacco
Com'l Sales Manager Fred Mathieu

Video Link Satellite is the full service distributor supplying, TVRO/SMATV/MATV equipment, technical backup, service and design. Through its dealer association they provide legal programming for commercial properties, volume buying, free training, P.O.S. materials, and low cost national advertising.

VIDEO PRODUCT NEWS

P.O. Box 2772
Palm Springs, CA 92263
(619) 323-2000

Year Established: 1980
Number of Employees: 18
Category: Publisher

Editor-Publisher Steve Tolin
Vice President Jeff Dubin
Advertising Manager John Stone
National Ad Manager Jim Bender
Account Executive Mike Murashko
General Manager Carolyn Patten
Production Manager Cindy Boyer

Video Product News Contains editorial on new products and services for the video marketplace. The editorial content covers new product releases and other informative features of interest to this market. Areas covered include video cassette players and recorders, satellites and antenna systems, videotapes, videodiscs, software, computer products, merchandising ideas, video accessories, free catalogs and literature.

VIDEO SATELLITE CORPORATION

Box 327
Columbus, NE 68601
(402) 563-3625

Year Established: 1981
Number of Employees: 9
Category: Manufacturer

President Rod Behlan
Vice President Ron Lambert
Marketing Manager Greg Andreasen

We hydrafoam our dishes with water.

VIDEOACTIVE

29169 W. Heathercliff Road
Malibu, CA 90265
(213) 457-1144

Year Established: 1982
Number of Employees: 4

Videoactive offers consulting services for networking program libraries as well as creation of special computer programs to aid in this networking of programs via cable, microwave, satellite and phone lines for the pay per video industry. Videoactive is developing hardware for the consumer market in this field. Videoactive produces educational and training programs for consumer and professional market.

VIDEOSAT, INC.

P. O. Box 449
Prescott, AZ 86302
(602) 445-0383

Year Established: 1981
Number of Employees: 3
Category: Dealer

President Vince Kelly
Vice President Richard Marcusen
Marketing Manager Madelyn Kelly

Retail/Wholesale Satellite Television Communications. Receive-Only Earth Terminals. Parabolic Reflector, S Mounts, 4 GHz Electronics, Video Receivers, Data Terminals, Feeds, Modulators, Downconverters, Antenna Positioners, Cable, Connectors and Associated Hardware. MATV Consulation. Research and Development Antennas.

VISTA ELECTRONICS, INC.

1101 West Elm Street
Cabot, AR 72023
(501) 843-6595

Year Established: 1981
Number of Employees: 55
Category: Distributor

President Robert M. Hawkins
Sales Service Coordinator Amy Bob
Chief Executive Officer Lee R. Montellaro

Vista is primarily a manufacturer of the XR-1000, a compact moderately stereo TVRO receiver, and the related electronic components. The company also designs and/or distributes for other manufacturers satellite receivers and electronic components.

VISUAL INNOVATIONS, INC.

7451 Lankershim Blvd.
No. Hollywood, CA 91605
(213) 765-2422

Year Established: 1975
Number of Employees: 7
Category: Manufacturer

President Albert J. Antico

Our four-channel simultaneous satellite receiver consists of a single main-frame receiver with four separate cards, each having their own power supply. Complete isolation is achieved with our four downconverters (dual conversion) which utilize Varactor-tuned oscillators and Schottky Ring configuration at ground potential of 70 MHz I.F. Ideal for SMATV

W S C ELECTRONICS MFG. CO., INC.

1214 S. Weller St.
Seattle, WA 98144
(206) 323-2101
(800) 824-2404

Year Established: 1980
Number of Employees: 17
Category: Manufacturer

President Ronald A. Weil
Vice President Bill Higgins
Marketing Manager Bernie Weil
Sales Manager Rollie Hanna

Manufacturers of GEMINI-Ultra High performance 12 ft aluminum mesh antenna with all stainless steel hardware .3 fd., WSC-30 prescision hand cranks and actuator's & we guarantee NO water will get into them. Backed by complete technical staff and 20 § years in electronics. R & D of new concepts. All electronic repair service warrantied.

WARREN SUPPLY COMPANY

300 East 50th Street N
Sioux Falls, SD 57104
(605) 336-1830

Year Established: 1939
Number of Employees: 60
Category: Distributor

President Ronald Warren
Vice President Ralph Warren
Manager Russ Cramer

Warren Supply is a master distributor of home satellite and private cable equipment in the upper midwest representing M/A Com, Luxor, Drake, MTI, SatTec, Intersat, and Dexcel. Area covered: North Dakota, South Dakota, Minnesota, Iowa, Nebraska, Kansas, Missouri.

WAWASEE ELECTRONICS CO.,INC.

P. O. Box 36
Syracuse, IN 46567
(219) 457-3191

Year Established: 1957
Number of Employees: 13
Category: Manufacturer Distributor

President Richard Maresh
Vice President Jack Maresh
Project Engineer Dave Shank

Manufacture of a satellite receiver model MDS 7000 with features of signal strength meter, continuous tuning, polor switch and built in modulator. Price $395.00. We also manufacture a SatFinder digital LDC meter adaptor. This instrument helps the satellite installer to speed the final tuning of the dish and LNA position for max signal reception. Price $147.50.

WESBAR CORPORATION

Box 577
West Bend, WI 53095
(414) 334-2381

Year Established: 1934
Number of Employees: 100
Category: Manufacturer

President James Karrenbauer
Vice Pres. Marketing Chet Nielsen
Sales Manager Daryl Walsh
Assis. Sales Manager Dave Paukner

Manufacturer of precision manual screw adjuster specifically designed for the satellite industry. Available in several model selections with optional mount designs. Features include plating of all exterior parts, close tolerance adjustment, weather sealed and designed for motor retrofit.

WESPERCOM GROUP, LTD.

20450 Nels Anderson Rd.
Bend, OR 97701
(503) 389-6611

Year Established: 1983
Number of Employees: 50
Category: Distributor

President Rod Hoover
Marketing Manager Rod Neff
Sales Manager Roger Bouchier
V.P. Finance Dan Ellis
V.P. Purchasing Pat McDonald

Study Says Teleconferencing Will Grow

According to a new survey conducted for South Carolina ETV (SCETV) by the ELRA Group of East Lansing, Michigan, the total number of teleconferences conducted in this country should increase by 20% during the next three years, from 2.5 million in 1983-84 to 3.3 million in 1986-87, with the most rapid growth in the conferences that use visuals as well as audio, e.g., slow-scan video or full-motion video and graphics. The survey also predicts that many companies, organizations, and institutions that are now using the technology will increase their use.

Those most involved in teleconferencing are businesses and corporations, including financial, retailing, insurance, and telecommunications companies; the largest universities and professional associations, and major agencies at all levels of government. These users account for more than 75% of current teleconferencing, and some 90% of them use audio conferencing primarily. Teleconferencing, however, is becoming routine for meetings and training sessions in many organizations, and some report that they hold thousands every year.

The outlook for suppliers of equipment and services is also good. The two things those hiring services seek most are low cost and experience, but the ability to provide full service and an available office in the same city as the client don't hurt. Also, some 60% of current teleconference users plan to have their own conferencing centers and in-house production staff, so will be in the market for equipment and systems.

Recent Conferences

Briefly, since our column is short this time, here are some conferences that have taken place in the past few months:

• The American Productivity Center in Houston is in the middle of seven computer teleconferences in preparation for the White House Conference on Productivity next September. The conferences use computer terminals and satellites to link more than 150 leaders in business, labor, government, and education in their offices and homes. The initial conference concerned the efficacy of reward systems. Others will be on technology, cooperation in the workplace, training, and similar subjects.

• The American Network has completed an eleven-week series designed to introduce its services to the health care and financial communities. The company did two conferences every Wednesday to 54 hotel reception sites. VideoStar of Atlanta did the networking.

• As part of its annual conference in Toronto, the ITVA (International TV Association) teleconferenced the presentation by keynote speaker Dr. Frederick Williams to 13 cities in this country. The conference also featured a discussion on whether or not Congress should ta

E·ITV's monthl Teleconferencing Report column bring you evaluations of teleconferences and teleconferenc ing uses, and reviews of recent teleconferences as we as news about upcoming ones.

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The new Wespercom Group, Ltd. will offer regional warehousing, sales centers, service and repair centers, financing, commercial applications, SMATV, and educational assistance, coupled with a great deal of management expertise to give our Dealer network a true marketing advantage.

WESTECH ELECTRONICS
4218 South 36th Place
Phoenix, AZ 85040
(602) 276-1600
(800) 243-6700

Year Established: 1978
Number of Employees: 21
Category: Manufacturer, Distributor

President Joseph A. Kittrell
Vice President James E. Gulotta
Marketing Manager R. Anthony Gulotta
General Manager Ina L. Kittrell
Engineering Manager Howard E. Jenkins
Production Manager Harry S. Tyner
Data Processing Mgr. Dennis E. Kittrell

Import component parts, manufacture equipment and distribute products for satellite systems nationwide. Import expertise of over 15 years and microwave communication expertise of over 17 years. Manufacturing and distributing electronics since 1978.

WESTEK DISTRIBUTING INC.
2401 West Behrend Suite 11
Phoenix, AZ 85027
(602) 582-5955

Category: Distributor

President Loran Bourdo
Technical Adviser Chuck Carter
Mrktg. & Sales Dir. John McCaleb

Distributing complete earth station satellite systems, residential and commercial SMATV. Specializing in Miralite & Modulite dishes, LAUX LNA's, Accu-Tracer, Luxor, Universal Communications, Automation Techniques, Standard Communications, Blonder-tongue. Emphasizing technical assistance and design layout, installation.

WESTERN SATELLITE & VIDEO SUPPLY
3970 Nordin Ave.
Ogden, UT 84403
(801) 392-3534

Year Established: 1982
Number of Employees: 1
Category: Dealer

President Wayne R. Price

Professionally installed TVRO stations in Northern Utah, Southern Utah and Western Wyoming. Specializing in custom and difficult installations.

WESTERN SATELLITE ANTENNA MFG. INC.
Box 70
Round Mountain, CA 96084
(916) 337-6202

Year Established: 1980
Number of Employees: 50
Category: Manufacturer, Distributor

President Tim Woodruff
Vice President Larry Woodruff Jr.
Marketing Manager L. E. Woodruff III

Western is a leading manufacturer of 8' to 24' parabolic antenna, also importer of R/F modulators motor drive systems.

WHITE TIGER CONSULTANT
1801 Avenue of the Stars, Suite 640
Los Angeles, CA 90067
(213) 277-4962

Year Established: 1983
Number of Employees: 4
Category: Distributor, Dealer

President Bruce Hopkins
Vice President Bob Thomas
Marketing Manager Bruce Miller
Install Supervisor Steve Stewart

We deal in all forms of TVRO's as well as teleconference-tele-seminar and tele-education we will help you in obtaining link-up and down time on a satellite. This is a minority enterprise.

WHOLESALE ELECTRONIC SUPPLY
507 Pressler St.
Austin, TX 78703
(512) 478-9568

Year Established: 1961
Number of Employees: 14
Category: Manufacturer, Distributor, Association

President J. P. Patterson
Sales Manager Bill Wittman
Inside Sales John Arhelgor

Distributor with local inventory of full line quality products and accessories. We give full service and systems bakcup for residential and commercial TVRO systems.

WILLIAMS & CO.
4354 Twain St., Unit I
San Diego, CA 92120
(619) 282-2141

Year Established: 1947
Number of Employees: 5
Category: Manufacturer, Distributor

President Frank Williams
Vice President Scott Williams

We sell all TV antenna and related equipment.

WILSON MICROWAVE SYSTEMS, INC.
P. O. Box 50070
Henderson, NV 89016
(702) 458-0144
(800) 634-6898

Year Established: 1979
Number of Employees: 86
Category: Manufacturer, Distributor

President James W. Wilson
Vice President Alvin B. Tamura
Sales Manager Don Williams

Wilson is an OEM of 9 foot galvanized, stamped steel parabolic antennas. The MD-9 antenna features a professionally packages, 12 panel, polar mounted antenna with prime focus feed. The Wilsom YM1000 is a total function infrared remote control receiver with such outstanding features as ind. channel control, crystal controlled modulator, mil. spec. downconverter and auto polarity control. The YM400 is a lower cost receiver with variable select channel and audio.

WINEGARD COMPANY
3000 Kirkwood St.
Burlington, IA 52601
(319) 753-0121

Year Established: 1954
Number of Employees: 375
Category: Manufacturer

President Randy Winegard
Vice President Robert M. Fleming Jr.
Marketing Manager Harry Rheinschmidt
Sales Manager Jim Riffel

Complete home TVRO systems including a 10-foot round dish fiberglass package, an 8-foot round fiberglass dish package, and an 10-foot round perforated aluminum package. Commercial receivers, commercial modulators, LNA's, acturator's, mounts,

WORLD WATCHER ANTENNA'S
Box 154
Grove City, MN 56243
(612) 857-2577

Year Established: 1983
Number of Employees: 3
Category: Manufacturer

President Leroy Wilhelm

World Watcher manufacturers portable satellite TV antenna systems 4 1/2' and 6' diameter for use in the continental United States/Canada, and Europe: (Utilizing 'deep dish' noise free military design).

WORLDSAT-DIVISION OF LAWHORN, INC.
6325 Chamberlayne Rd.
Mechanicsville, VA 23111
(804) 730-2806
(800) 446-9828

Year Established: 1979
Number of Employees: 9
Category: Manufacturer, Distributor, Dealer

President Gordon H. Lawhorn
Vice President Violet A. Lawhorn
Marketing Manager John Robert Hall
Sales Manager Gordon Armstrong

WRIGHT TECHNOLOGY AND MARKETING INC.
200 Wisteria Dr.
Hattiesburg, MS 39401
(601) 545-2545

Year Established: 1981
Number of Employees: 6
Category: Distributor

President Orby Wright
Vice President Brenda Wright
Marketing Manager Ed Edwards
Sales Manager Randy Wright

Sales, service in home TVRO and commercial.

Satellite Business™

From the Publishers of

VIDEO PRODUCT NEWS and THE 1984 SATELLITE DIRECTORY & BUYERS GUIDE

channel 2001 communications inc.

Exclusive Canadian distributor for the AR-110 broadcast satellite receiver.
Call us today for details.

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Linkster

"INTRODUCING THE NEW RPS-5000 ANTENNA POSITIONING SYSTEM"

The RPS-5000, like our component system, the RPS-4000, is a remarkably simple satellite positioning system. It features our new "Linkster" ball screw actuator and a single cabinet control package. Unlike other expensive and complex positioning systems, the RPS-5000 is simple to install, simple to operate, and best of all, simple to afford.

OUTSTANDING STANDARD FEATURES

Digital Accuracy
Large easy-to-read 3-digit read-out is accurate to within 1/8 of one degree azimuth.

Low Voltage DC Control
36 VDC power supply utilizing relay switching for positive starting and stopping.

High Efficiency Acutator
Micro-Link's manufactured precision ball screw actuator with steel gears and ball thrust bearing minimizes power consumption.

Position Feed Back
Actuator includes 10-turn potentiometer built into a weather-sealed canister around the gear motor.

Maintenance Free
Plated outer tube assembly with EPDM rubber cover.

East-West Limits
Programmable east-west stops are provided to protect antenna from over travel.

OPTIONAL FEATURES

Wiring
5 conductor cable available in bulk or pre-cut lengths.

Mounting
Special rod end and other outer tube mounting hardware available.

Dexel DXP-1100 Receiver Innerface
This combo receiver/antenna positioning package offers total transponder and satellite selectability in a single hand-held modified Dexcel remote control unit.

Call us at 513/898-9964 and order your first RPS-5000 system. If you are not totally pleased with all the features, you may return the unit for a full refund.

MICRO-LINK SYSTEMS, INC. • 6101 Webster Street
Dayton, Ohio 45414 • 513/898-9964

ABRUZZO, Frank, *President*
The Satellite Link Inc.

ABRUZZO, Jane, *Vice President*
The Satellite Link Inc.

ABSHIRE, Linda, *Sales Manager*
Avcom of Virginia Inc.

ACCARDO, Frank C., *President*
Dial One Antennas By Frank

ACCARDO, Gary, *Vice President*
Dial One Antennas By Frank

ADAMS, Doug, *Vice President*
Boman Industries

ADAMS, J. R., *Vice President*
Stereo Video Discount

ADAMS, Sam, *President*
Stereo Video Discount

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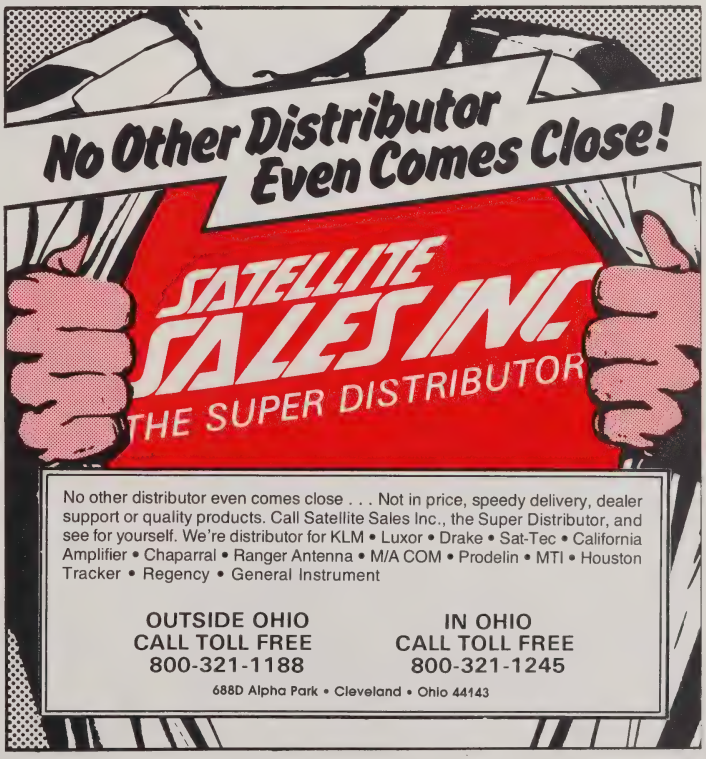

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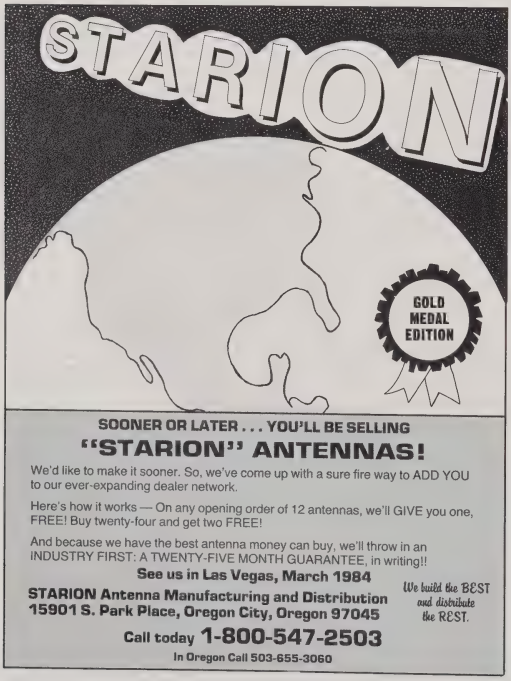

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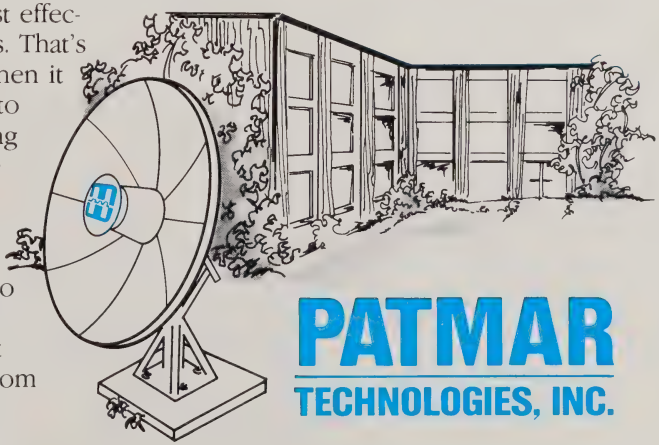

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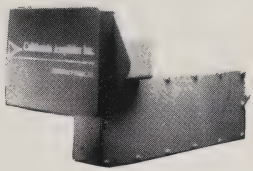

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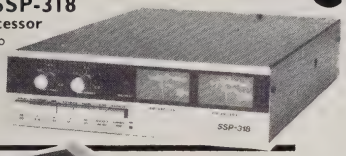

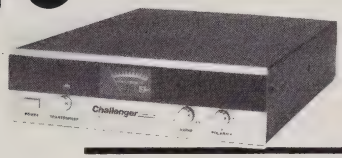

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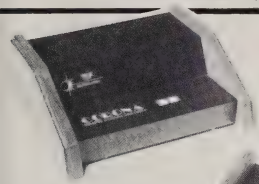

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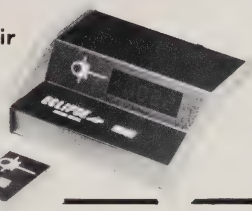

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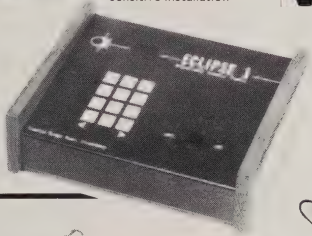

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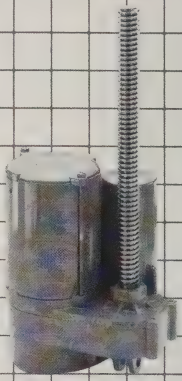

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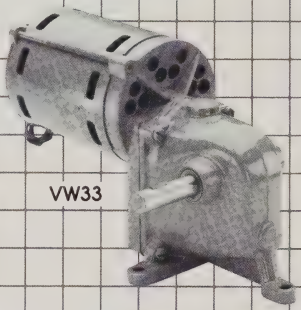

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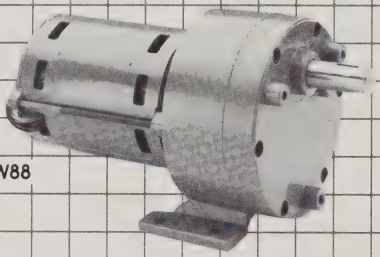

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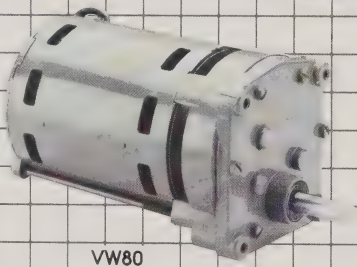

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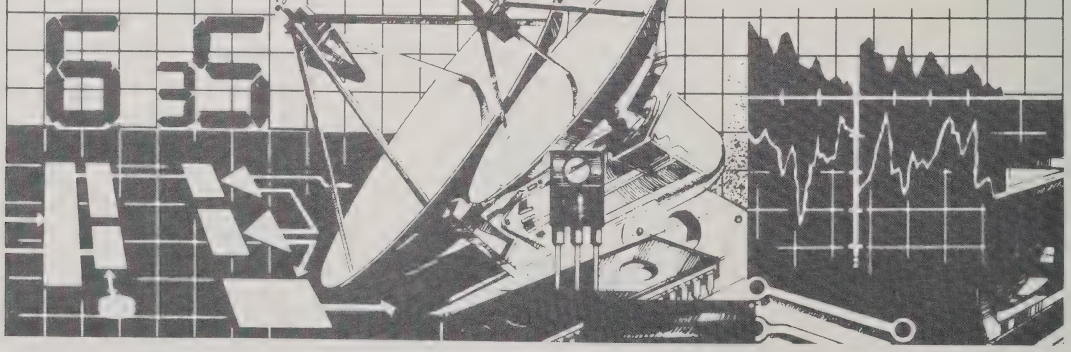

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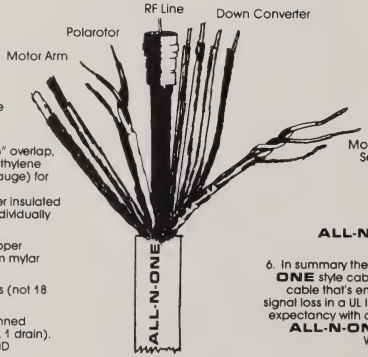

3. Each of the insulated conductors in the **ALL-N-ONE** custom cable are not only color coded for identification, they are individually labelled by a custom label printer clearly identifying the suggested use of the wire.
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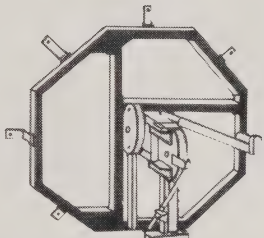

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Hero Communications of Florida, Inc.

WILLIAMS, Bruce, *Nat'l Sales Manager*
Satco USA

WILLIAMS, Charles, *President*
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WILLIAMS, Ed, *President*
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WILLIAMS, Frank, *President*
Williams & Co.

WILLIAMS, Greg, *Gen. Manager*
Brantec Cable

WILLIAMS, Mark, *Warehouse*
Telsat East/Subsidiary of Shenandoah Valley Sat. Inc.

WILLIAMS, Richard, *Engineering*
Avatar Electronics Inc.

WILLIAMS, Scott, *Vice President*
Williams & Co.

WILLIAMS, Sharon, *Sales Manager*
Lewis Electronics

WILLIAMS, Timothy L., *Marketing Manager*
Home View Microwave

WILLIAMS, Tony, *Vice President*
Space Communications Inc.

WILLIAMSON JR., Carlton R., *Vice President*
Carlton International Mfg. Corp.

WILLIAMSON SR., Carlton R., *President*
Carlton International Mfg. Corp.

WILSON, Bill, *Exec VP & Gen. Mgr.*
Amplica

WILSON, James W., *President*
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WILSON, John, *Technical Rep.*
Trans World Enterprises, Inc.

WILSON, John, *Vice President*
Fiber Tec Industries

WILSON, Norm, *Sales Manager*
Trans Vision Corporation

WINCH, Dorothy V., *Vice President*
Mid-Tec Communications, Inc.

WINEGARD, Randy, *President*
Winegard Company

WINSETT, F.S. (Buddy), *Vice President*
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WINSTEAD, Bob, *Shipping & Receiving*
Startech Inc.

WINTER, Jill Shayna, *Marketing*
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Delta Satellite Corporation

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WRIGHT, Orby, *President*
Wright Technology and Marketing inc.

WRIGHT, Randy, *Sales Manager*
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WRIGHT, Tim, *Sales Manager*
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YEILDING, Howard, *Vice President*
Lowrance Electronics

YETMAN, Janice, *Marketing Manager*
Telsat East Sub. of Shenandiah Valley Sat. Inc.

YOUNG III, William H., *President*
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YOUNG, Mike, *Marketing Manager*
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DX Communications, Inc., Sub of Itoh & Co. (America) Inc.

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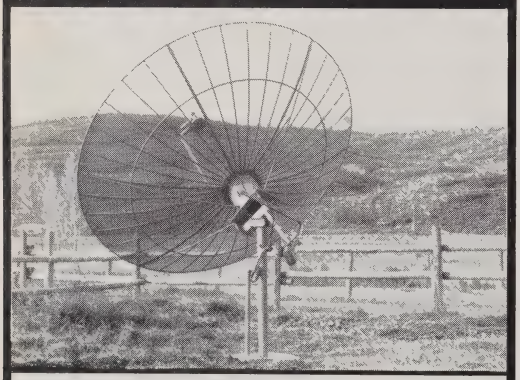

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Thirty years later, history repeated itself. By then, we had grown much larger and were manufacturing TV receivers. When telecasts got underway, production of receivers was already in full swing at Luxor.

Two years ago, when the era of satellite TV was just picking up steam, history repeated itself yet again. Luxor was a step ahead with a satellite TV receiver even before TV satellite transmissions were accessible to the European public.

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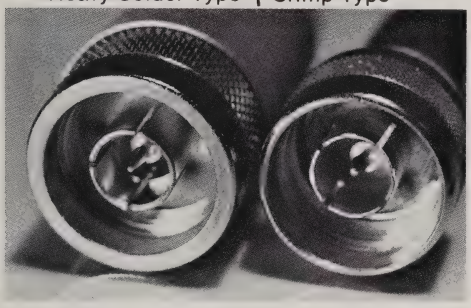

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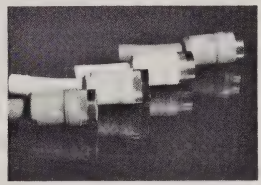

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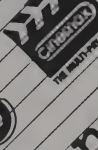
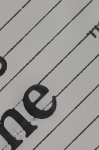
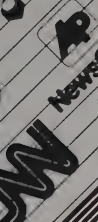
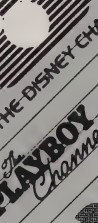
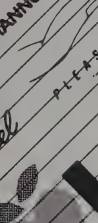
Satellite Programming

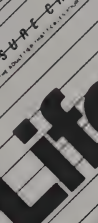


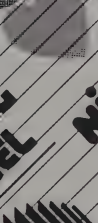


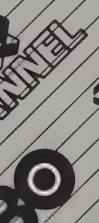


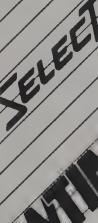


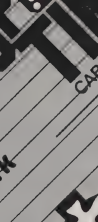


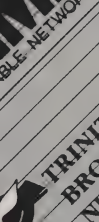


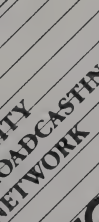


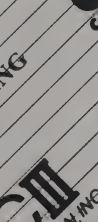












Service	Description of Programming
ACSN—The Learning Channel 1200 New Hampshire Ave., NW Suite #240 Washington, DC 20036 (202) 331-8100 Contact: Judy Balangee THE LEARNING CHANNEL	The Learning Channel programs enjoyable, valuable things for people to learn every day. The network cablecasts topics geared to career skills, self-improvement, leisure activities, and college telecourses. All designed to meet the needs of people in the home and at work, to help business and industry expand their use of telecommunications technology, to assist cable operators to meet the diverse demands of their communities. And the Leaning Channel does it with some of the best, most enjoyable programming found on TV today.
ARTS **Hearst/ABC Video** 555 Fifth Avenue New York, NY 10017 (212) 730-1630 Contact: Karen Tardy arts	Hearst/ABC's ARTS is the only basic cable programming service dedicated to the lively and performing arts. Drawing upon the most outstanding names in music, drama, literature, dance and the visual and fine arts, this program service offers discriminating viewers an alternative to prime time and late night viewing.
BET—Black Entertainment Television 1050 31st Street, NW Second Floor Washington, DC 20007 (202) 337-5260 Contact: Carol Coody	Black Entertainment TV, the best in black entertainment and sports programming, now offers a daily schedule of programs targeted to the entire black community. BET presents music, movies, sports, family, public affairs, and women's programming—a wide variety of entertainment directed to the black cable subscriber, but attractive to all audiences. Classic films, feature films, black college football and much more will cost only 1¢ per subscriber per month.
BRAVO **Rainbow Programming Service** 100 Crossways Park West Woodbury, NY 11797 (516) 364-2222 Contact: Carol Shander Bravo	Bravo, a pay cable television service, provides distinctive programming for discriminating viewers. It offers a blend of fine international arts, along with selected short subjects and features. The service is distributed and marketed to the trade by Rainbow Programming Services. It is then distributed by the operator as an optional premium cable service for monthly subscription. Bravo operates ten full hours, seven nights a week.
Cable News Network (CNN) 1050 Techwood Drive, NW Atlanta, GA 30318 (404) 827-1500 Contact: Arthur Sando CNN CABLE NEWS NETWORK	Cable News Network offers live, 24 hour news coverage on cable systems throughout the nation. A staff of over 500 electronic journalists, executives and technical people work together to bring you an unprecedented capacity to "go live" any hour of the day or night. Some of the programming includes Daybreak, the day's first look at the news; Talk Two, a talk and information program; and much more.
Cable Network (CBN) **Christian Broadcasting Network** 1000 Centerville Turnpike Virginia Beach, VA 23463 (804) 424-7777 Contact: Betty Stacy CBN CABLE NETWORK	CBN Cable Network is the country's largest free family cable network offering a full spectrum of programming for all ages. The 24-hour package of programming includes famous westerns, classic comedies, daily movies, game shows, women's programs, Christian inspirational programs, an original daily continuing drama, a daily TV magazine, specials, news up-dates and children's animated programs. Over 23 million subscribing families enjoy featured programs such as "Wagon Train," "The Rifleman," "Jack Benny," "Let's Make A Deal," and movies such as "High Noon" and "The Red Pony."

Programming Category	Satellite/Transponder	Programming Hours (ET)
Educational	Satcom 3R (131° W) Transponder 16	6am-4pm Mon-Fri 6am-1pm Sat-Sun
Cultural	Satcom 3R (131° W) Transponder 1	9pm-midnight daily
Ethnic	Westar 5 (123° W) Transponder 5x	8pm-2am daily
Cultural	Satcom 4 (83° W) Transponder 2	8pm-6am daily
News	Satcom 3R (131° W) Transponder 14	24 hours a day daily
Family	Satcom 3R (131° W) Transponder 8	24 hours a day daily

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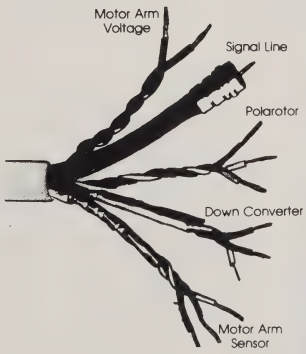

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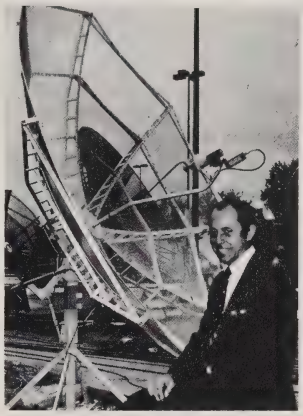
Service	Description of Programming
C-SPAN (Cable Satellite Public Affairs Network) 400 N. Capitol Street, NW Suite 155 Washington, DC 20001 (202) 737-3220 Contact: Bruce Collins	Coverage of the U.S. House of Representatives, Congressional and Senate hearings, National Press Club luncheons, "CloseUp" high school government series. Three live daily call-in shows and other public affairs seminars, conferences and conventions, plus special features.
Cinemax Time-Life Building Rockefeller Center New York, NY 10020 (212) 484-1100 Contact: Russell Militello	Cinemax says they add a choice to any multi-pay package by offering the most differentiated mix of quality movies available. Airing Hollywood's hits—past and present—plus award-winning imports and special children's features, Cinemax claims to draw in every possible subscriber. Their movies are selected and scheduled to satisfy all the audiences in a cable operator's area. In addition to consumer-responsive programming, Cinemax offers support through national advertising and promotions.
Country Music Television (CMTV) 11 East 44th Street Suite 304 New York, NY 10017 (212) 686-4340 Contact: Jim Cavanzini	CMTV, an advertiser-supported satellite TV service, features a disc jockey spinning the top 50 hits in a 24-hour country count-down of songs, accented by chats with country music stars and jam sessions. Viewers can watch their favorite songs performed and dramatized, one right after another, down to America's number one country hit. CMTV is available on Constar D-4, with adjacent access to cable services on Satcom 3-R and Westar 5.
The Disney Channel 4111 West Alameda Burbank, CA 91505 (213) 840-7803 Contact: Harvey Kahn	The Disney Channel is the only pay-TV outlet for the vast collection of live-action and animated films, shorts and nearly 30 years of prime-time TV shows from the Disney library. In addition, subscribers are treated to newly produced comedy, adventure and dramatic program, "magazine" series, and acquired film and video programs from around the world. Viewers also enjoy such Disney favorites as "The Mickey Mouse Club" and "Zorro."
Dow Jones Cable News P.O. Box 300 Princeton, NJ 08540 (609) 452-2000 ext. 2680 Contact: Dick Stickney	Features stock market and financial news as well as Wall Street Journal and Barrons articles, alphanumerically in 15 minute cycles. It also has plans for a two-way service on Westar 5 for coverage of the New York Stock Exchange in 15 minute delay as option.
ESPN (Entertainment and Sports Programming Network) ESPN Plaza Bristol, CT 06010 (203) 584-8477 Contact: Dave Ogrean	ESPN's coverage of the USFL continues through July 2 with games Saturday and Monday nights . . . NBA coverage climaxes in May with the telecast of four playoff games . . . Also in May: All the preliminary races to the Kentucky Derby and the Preakness . . . In June, ESPN will present all 15 games of the College World Series. Other exciting telecasts in June and July: auto racing, CFL and the Baseball Hall of Fame induction ceremonies.
Eternal World Television Network (EWTN) 5817 Old Leeds Road Birmingham, AL 35210 (205) 956-9537 Contact: Ginger Scalici	The Eternal World Television Network offers its programming package of Catholic religious shows and family entertainment free of charge to cable systems. What's more, it has no funds solicitation on the air. Mother Angelica, the Catholic nun who operates the network from the backyard of her monastery, says that with 50 million Catholics in the United States alone, EWTN is a real draw, especially for cable systems with high Catholic populations in the northeast, southwest and midwest.

Programming Category	Satellite/Transponder	Programming Hours (ET)
Public Affairs	Satcom 3R (131° W) Transponder 19	24 hours a day daily
Movies Only	Satcom 3R (131° W) Transponder 20 & 23	24 hours a day daily
Music	Comstar D4 (127° W) Transponder 9H	24 hours a day daily
Family	Westar 5 (123° W) Transponders West Coast 5x East Coast 6x	7am-11pm daily
Business News	Satcom 3R (131° W) Transponder 6	24 hours a day daily
Sports	Satcom 3R (131° W) Transponder 7	24 hours a day daily
Religious	Satcom 3R (131° W) Transponder 18	8pm-midnight daily



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Service	Description of Programming
Financial News Network (FNN) 2525 Ocean Park Santa Monica, CA 90405 (213) 450-2412 Contact: Chris Taylor FNN THE FINANCIAL NEWS NETWORK	The Financial News Network, a broadcast/cable programming company, has arranged with Merrill Lynch to use a portion of its ground floor New York City facility to air part of its daily programming. FNN says they selected the site because of its location in the downtown Manhattan investment community. Merrill Lynch has a minority interest in FNN, but will not become involved with the editorial content of its show.
GalaVision 250 Park Avenue Suite #700 New York, NY 10017 (212) 953-7507 Contact: Fred Landman GALAVISION Cine en su Hogar en Español	GalaVision is the Super Cable TV Channel in Spanish designed specifically for the 20 million Hispanics in the United States. GalaVision offers the best movies, sports and musical extravaganzas in Spanish, all commercial free. This exciting Spanish language service offers 40% fresh programming every month—other pay services offer only 10%-11%.
Genesis Storytime 1036-167 Lombard Avenue Winnipeg, Manitoba Canada R3B OV3 (204) 949-1581 Contact: Gregory Stetski genesis STORYTIME ™	Genesis Storytime is a 24-hour-a-day channel of children's television storybooks. In between the storybooks is a children's magazine. There are no commercials on the channel. The secret of Genesis Storytime is its silent format. Families are encouraged to interact with each other. Mom and dad read to the kids. Older brothers and sisters read to younger brothers and sisters. Because of the interaction, the family enjoys and remembers the service.

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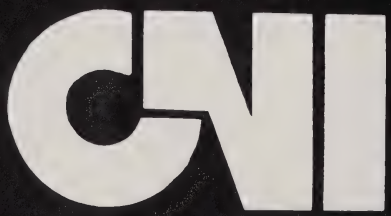

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Programming Category	Satellite/Transponder	Programming Hours (ET)
Business News	Satcom 4 (83° W) Transponder 2 Westar 5 (123° W) Transponder 1	7am-7pm Mon-Fri
Ethnic	Galaxy 1 (134° W) Transponder 6	4pm-3am Mon-Fri 24 hours Sat-Sun
Children	Satcom 3R (131° W) Transponder 8	24 hours a day daily

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HBO (Home Box Office) Time-Life Building Rockefeller Center New York, NY 10020 (212) 484-1765 Contact: Russell Militello	The HBO programming service offers subscribers a variety of programming 24 hours a day, seven days a week. This programming is distinguished by its diversity and absence of commercial interruptions. Designed to appeal to a broad audience, the program schedule combines 16 to 18 motion pictures new to the service, with 7 exclusive entertainment specials, 4 to 7 sports programs and an average of 5 children's programs. Programming information is provided by a 24-page guide published monthly.
HTN (Home Theatre Network) 465 Congress Street Portland, ME 04101 (207) 774-0300 Contact: Catherine Peterson	HTN says they have something for just about everybody in the family. HTN's programming fare includes blockbuster PG and G-rated movies as well as favorite classic films. In addition, HTN features concerts by top performers, family entertainment specials, and its exclusive "The Travel Channel,' which provides an arm-chair tour of the most exciting travel destinations in the world.
Lifetime **Hearst/ABC** **Viacom Entertainment Services** 1950 Spectrum Circle #B-310 Marietta, GA 30067 (404) 952-4620 Contact: Don Anderson	Lifetime is a cable television network born of the merger between Daytime and Cable Health Network. Lifetime offers 24-hours a day of advertiser supported television designed to bring enriching programs on a variety of subjects including: exercise, fashion, health, nutrition, sports, parenting, aging, relationships, gardening and travel. Lifetime is available to cable operators at no cost.
MSN (Modern Satellite Network **"The Information Channel"** 5000 Park Street North St. Petersburg, FL 33709 (813) 541-7571 Contact: George Umberto	Daytime public service and informational programming. Features include "The Home Shopping Show," "Biznet News Today" and weekly series on travel, business, consumer information and health.
The Movie Channel 1633 Broadway New York, NY 10019 (212) 708-1600 Contact: Tola Murphy-Baron	The Movie Channel offers top-rated movies 24 hours-a-day, seven days a week. Airing a variety of movies to appeal to a broad audience, The Movie Channel has one for everyone.
MTV (Music Television) **Warner Amex Satellite** **Entertainment Company** 1133 Avenue of the Americas New York, NY 10036 (212) 484-8613 Contact: Margaret Wade	MTV: Music Television is the first and only 24 hour a day video music channel in stereo. MTV features videos of top Rock-N-Roll artists such as Duran Duran, Culture Club, Fleetwood Mac and many more. Also, watch MTV for its great weekend concerts, interview shows, movies and other special programs. MTV is hosted by Video Jockeys better known as MTV VJ's who introduce videos, provide concert tour information, music, news and other information on exciting MTV events and concerts.
The Nashville Network **Group W Satellite Comm.** 41 Harbor Plaza Drive Stamford, CT 06904 (203) 965-6222 Contact: Dan Ruth	The Nashville Network is a first in cable history. It provides a broad base of programming formats, all with a country flair. The service appeals to country fans of all ages and lifestyles by providing the finest in country music, variety, comedy, games and interview programs. The advertiser-supported service is offered 18 hours a day, 7 days a week.

Programming Category	Satellite/Transponder	Programming Hours (ET)
Movies, Entertainment Specials and Sports	Satcom 3R (131° W) Transponders 13 & 24	24 hours a day daily
Movies plus Entertainment, Specials & Travel	Satcom 3R (131° W) Transponder 16	4pm-4am daily
Family	Satcom 3R (131° W) Transponder 17	24 hours a day daily
Consumer Information	Satcom 3R (131° W) Transponder 22	10am-1pm Mon-Fri
Movies Only	Satcom 3R (131° W) Transponder 5	24 hours a day daily
Music	Satcom 3R (131° W) Transponder 11	24 hours a day
Entertainment	Westar 5 (123° W) Transponder 17	9am-3am daily

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Nickelodeon **Warner Amex Satellite Entertainment Company** 1133 Avenue of the Americas New York, NY 10036 (212) 484-8613 Contact: Margaret Wade	Nickelodeon is the first channel programmed exclusively for young people. Designed to appeal to specific age groups from pre-school through teens, it's carefully scheduled to accommodate the viewing habits of its audiences. The day's programming includes award-winners, "Pinwheel," and "Dusty's Treehouse," for very young viewers; "Against the Odds" and "The Third Eye" for older children; and "Livewire" variety/talk show for teenagers.
ON-TV 16935 West Bernardo Drive Rancho Bernardo, CA 92127 (619) 485-9300 Contact: Nancy Help	Scrambled movies, sports, concerts, and other events including additional pay-per-view events and late night entertainment.
The Playboy Channel **Rainbow Programming Service** 100 Crossways Park West Woodbury, NY 11797 (516) 364-2222 Contact: Carol Shander	The Playboy Channel programs sexy, free-spirited films . . . movies your subscribers never expected to see in the privacy of their own homes. Take all the excitement, quality and style you'd expect from Playboy and bring it right into your subscribers' living room. Other special programming includes top comedy stars performing their riotous routines. Plus sizzling programs like Sex in Cinema, Getting Sexy, plus video versions of all regular Playboy columns.
PTL (Praise The Lord) **The Inspirational Network** 7224 Park Road Charlotte, NC 28279 (704) 542-6000 Contact: Les Marple	Inspirational entertainment, news and specials. The only national Christian network that runs full time. Interdenominational programming includes talk/variety, children's, drama, music and specials for the entire family. PTL also provides an audio service to 500,000 subscribers.
SCAN (Satellite Cable Audio Network) P.O. Box 45684 Tulsa, OK 74145 (918) 481-3275 Contact: Phylis Vetters	SCAN—Satellite Cable Audio Network—offers 24 hour stereo audio for cable in distinctive commercial-free formats including Music in the Air's seven musical "channels"; Rock-a-robics, rhythm & blues, country & western, comedy, Broadway/Hollywood, big bands and 50's & 60's. Nationality Broadcasting Network, NBN, provides music, talk and culture in more than 30 languages.
SIN (National Spanish Television Network) 250 Park Avenue New York, NY 10017 (212) 953-7507 Contact: Susan Catapano	Spanish-language movies, novelas, live sports, children's shows, comedies, miniseries, variety programs and musical specials from the U.S., Spain and Latin America. SIN's subscriber also receives a live weeknight newscast from Miami. SIN reimburses systems that receive its signal.
SPN (Satellite Program Network) P.O. Box 45684 Tulsa, Oklahoma 74145 (918) 481-0881 Contact: Shelly Browne	SPN is a 24 hour "lifestyle" network featuring entertaining and informative programs for every age group. Presented in dayparted blocks. SPN programs target special interest categories. Programming includes international features, financial shows, "how to" programs and classic movies. Delivered free of charge, SPN provides two minutes of local advertising time each hour.
SelecTV 4755 Alla Road Marina Del Rey, CA 90291 (213) 827-4400 Contact: Affiliate Sales Department	SelecTV programming unveiled a new programming format to their affiliates, entitled "Prime Time Showcase." The format was developed to show the diversity of programming available on SelecTV and to highlight the number of premiers offered. SelecTV says they aim to present one premier a day. Designed to increase subscriber satisfaction, "Prime Time Showcase," with selections of Top worldwide films, and "Ticket To . . ." with special events.

Programming Category	Satellite/Transponder	Programming Hours (ET)
Children	Satcom 3R (131° W) Transponder 1	8am-9pm daily
Movies Entertainment Specials & Sports	Comstar 4 (127° W) Transponders 9 & 11	24 hours a day daily
Adult Entertainment	Satcom 4 (83° W) Transponder 12	8pm-6am daily
Religious	Satcom 3R (131° W) Transponder 2	24 hours a day daily
Music	Satcom 4 Transponder 3	24 hours a day daily
Ethnic	Galaxy 1 (134° W) Transponder 6	24 hours a day daily
Variety	Satcom 4 (83° W) Transponder 3	24 hours a day daily
Movies plus Entertainment Specials and Sports	Westar 5 (123° W) Transponder 5	24 hours a day daily

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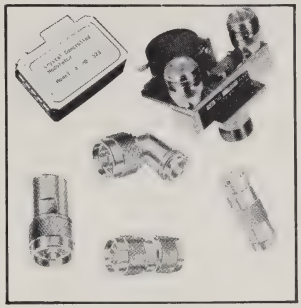

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Showtime 1633 Broadway New York, NY 10019 (212) 708-1600 Contact: Tola Murphy-Baron	More original programming than ever before will brighten SHOWTIME's 1984 schedule. SHOWTIME's lineup is packed with fresh programming, ranging from brand-new episodes of "The Paper Chase—The Second Year" to the Broadway on SHOWTIME presentation of "A Talent For Murder" and the finest of Hollywood's blockbuster movies. Much more is also planned.
TBN (Trinity Broadcasting Network) P.O. Box A Santa Ana, CA 92711 (714) 832-2950 Contact: Stan Holland	TBN offers the finest in noncommercial religious programming 24 hours a day according to their latest press release. As the largest producer of religious programming in the world, TNB provides the widest variety of religious programs available—including talk shows, Bible studies and much more. TBN also carries the finest in nationally syndicated programming.
USA Cable Network 208 Harristown Road Glen Rock, NJ 07452 (201) 445-8550 Contact: Barry Kluger	USA Cable Network offers a well-rounded approach to television programming. It is divided into four distinctive programming areas including USA DAYTIME, a daily 10 hour block of entertainment and information geared toward women; USA KIDSTIME, a regular offering of children's programs; USA SPORTSTIME, with over 500 prime time sporting events per year; and USA NIGHTIME, a programming schedule oriented toward documentaries, music and drama.
VCH (Video Concert Hall) 125 Simpson Street, NW Atlanta, GA 30313 (404) 223-0021 Contact: Charles Henderson	Video music promotion service available for tape replay in other time slots.
WGN **United Video** 5200 South Harvard Suite 215 Tulsa, OK 74135 (800) 331-4806 Contact: Roy Bliss	Many families are tuning in to The Chicago Super-Channel, where they're finding variety entertainment that is targeted for the entire family throughout the viewing day and prime time. The channel's programming schedule includes more than 70 hours of movie entertainment each week, plus news reports, special interest features, sports, children's shows and exclusive WGN productions.
WOR **Eastern Microwave** 3 Northern Concourse P.O. Box 4872 Syracuse, NY 13321 (315) 455-5955 Contact: Gil Korta	According to the folks at Eastern Microwave, your subscribers, present and future, are going to love you for including WOR in your programming schedule. WOR is heavy in both movies and sports and statistics show they're the two primary reasons TV viewers subscribe to cable TV. Your subscribers will see over 62 hours of movies a week on WOR. Plus, WOR telecasts over 350 live college and professional sporting events annually, including the New York Mets, the Rangers and Islanders, Knicks, Nets, harness racing and more. Children's and women's shows, talk shows, and more fill the schedule, too.
WTBS—"The Super Station" 1050 Techwood Drive NW Atlanta, GA 30318 (404) 827-1500 Contact: Arthur Sando	Cable-oriented independent station. Turner Broadcasting's Atlanta "superstation" features family directed programs including sports, movies, quality syndication & national/international news.
The Weather Channel 2840 Mt. Wilkinson Parkway Atlanta, GA 30339 (404) 434-6800 Contact: Kathy Lane	Live, constantly updated, national, regional and local weather service tailored to the individual system.

Programming Category	Satellite/Transponder	Programming Hours (ET)
Movies plus Entertainment Specials	Satcom 3R (131° W) Transponders 10 & 12	24 hours a day daily
Religious	Satcom 4 (83° W) Transponder 17	24 hours a day daily
Unique	Satcom 3R (131° W) Transponders 9 & 22	24 hours a day daily
Music	Satcom 3R (131° W) Transponder 16	4am-6am daily
Independent TV Station	Satcom 3R (131° W) Transponder 3	24 hours a day daily
Independent TV Station	Westar 5 (123° W) Transponder 2D	24 hours a day daily
Independent TV Station	Satcom 3R (131° W) Transponder 6	24 hours a day daily
Weather	Satcom 3R (131° W) Transponder 21	24 hours a day daily

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